





Am. B 3040

(478)

Proceedings



















# TARIFF HEARINGS

BEFORE THE

## COMMITTEE ON WAYS AND MEANS.

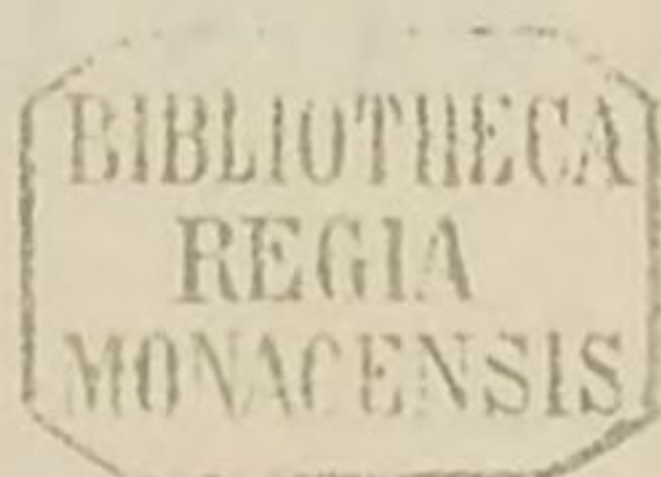
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COMMITTEE ON WAYS AND MEANS,  
Fifty-fourth Congress.

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NELSON DINGLEY, JR., *Chairman.*

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ALBERT J. HOPKINS.

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COMMITTEE ON STATE AND TERRITORY

REPORT

OF THE

COMMITTEE ON STATE AND TERRITORY  
OF THE HOUSE OF REPRESENTATIVES  
IN SENATE AND HOUSE  
OF REPRESENTATIVES  
OF THE UNITED STATES  
IN SENATE AND HOUSE  
OF REPRESENTATIVES  
OF THE UNITED STATES



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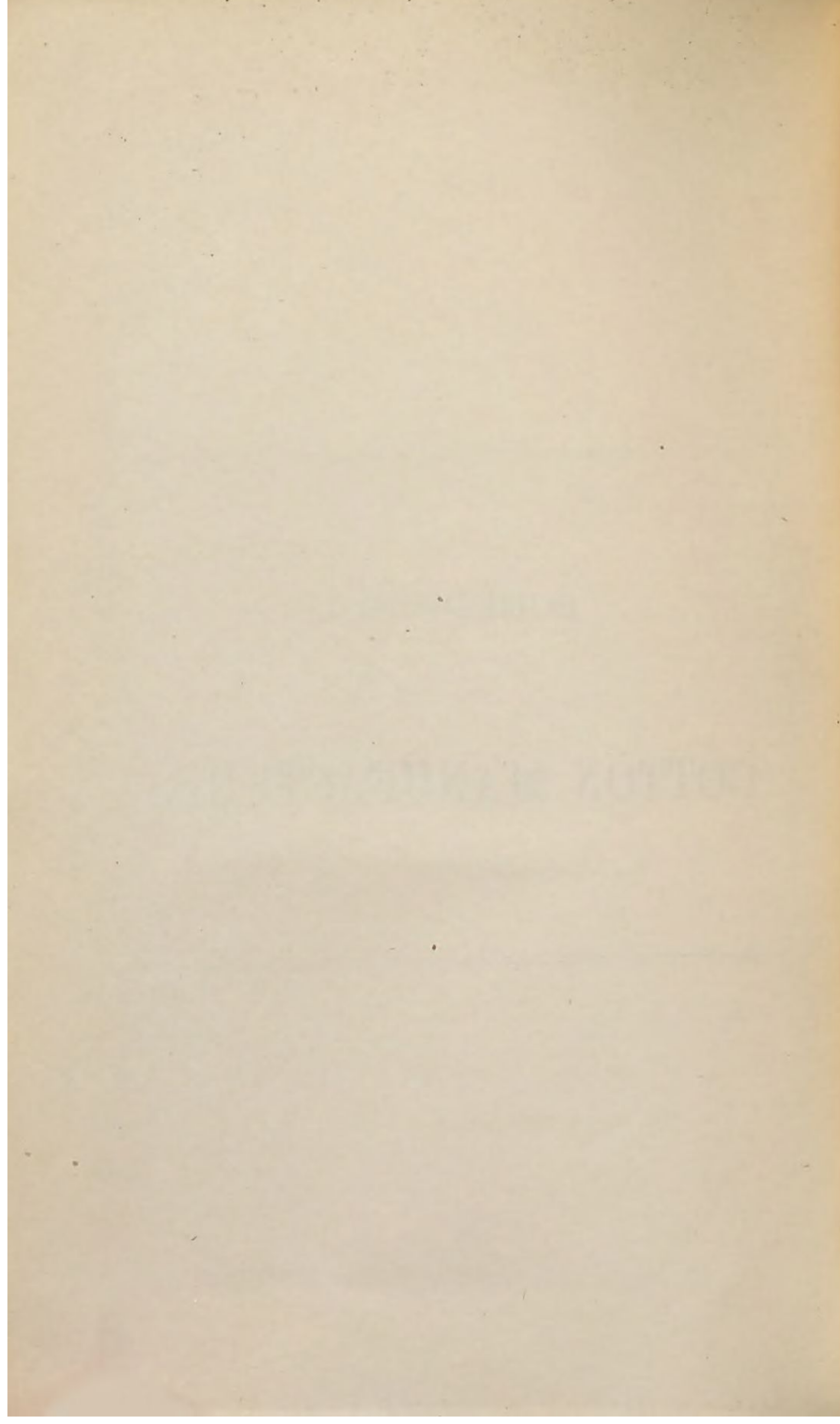
SCHEDULE I.

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COTTON MANUFACTURES.

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## Schedule I.—COTTON MANUFACTURES.

### COTTON YARNS.

(Paragraph 250.)

TUESDAY, *December 29, 1896.*

#### STATEMENT OF MR. ARNOLD B. SANFORD, OF FALL RIVER, MASS.<sup>1</sup>

Mr. SANFORD said.

Mr. Chairman and Gentlemen of the Committee: We come before you this time, the Cotton Yarn Spinners' Association of America, to present to you our argument, written, as we understand that it is the wish of the chairman and the committee that this hearing shall be as brief as possible and the arguments condensed, so we prefer simply to hand our argument in in this form, and if the committee wish to ask any questions, of course we will be very glad to answer them.

The Cotton Yarn Spinners' Association of America would respectfully submit for the consideration of your honorable committee the following schedule for cotton yarns:

#### PROPOSED TARIFF.

##### *Schedule I.—Cotton manufactures.*

250. Cotton-carded yarn, warps or warp yarn, in singles, whether on beams or in bundles, skeins or cops, or in any other form, except thread of cotton hereinafter provided for, not colored, bleached, dyed, or advanced beyond the condition of singles by grouping or twisting two or more single yarns together, three cents per pound on all numbers up to and including number fifteen; on all numbers from number sixteens to thirties, inclusive, one-fifth of one cent per number per pound, and on all numbers exceeding number thirties one quarter of one cent per number per pound.

Colored, bleached, dyed, combed, or advanced beyond the condition of singles by grouping or twisting two or more single yarns together, whether on beams or in bundles, skeins or cops, or in any other form, except thread of cotton hereinafter provided for, six cents per pound on all numbers up to and including number twenty, and on all numbers exceeding number twenty three-tenths of a cent per number per pound.

Cotton manufactured in the form of card laps, roping, sliver laps, or roving, forty-five per centum ad valorem.

After a thorough trial of the practical working of the present cotton-yarn schedule during the past two years, while still believing in and recognizing the correctness of the principle upon which it was originally drawn, and which we indorse as the only practical method of levying duties on cotton yarns, the same has been rendered inoperative by the provisos adopted by the Senate Finance Committee, and against which our association, through its president, promptly put on record their protest in the

<sup>1</sup>Mr. Sanford represented the Cotton Yarn Spinners' Association of the United States.



form of the following letter, of date June 12, 1894, addressed to Hon. Nelson W. Aldrich, of the committee:

FALL RIVER, MASS., *June 12, 1894.*

Hon. NELSON W. ALDRICH,

*United States Senate, Washington, D. C.*

MY DEAR MR. ALDRICH: This morning's papers inform us that the cotton schedule has finally been adopted in the Senate, without any opposition. I note your remarks in regard to the same, as being the most scientific schedule that has ever been presented. This is so; you have made no mistake in making that statement. There has been a great deal of time and hard and intelligent work put into this schedule, and it has been the endeavor of those interested in the preparation of these cloth and cotton yarns schedules to have them made scientific and applicable to the business which we are following.

The McKinley bill, by assessing duties on the values of the yarns, has become, by the lowering of the values during the past three or four years, largely inoperative, especially on fine counts above 60's yarn, for the simple fact of the fearful decline in the valuation of yarns in England. Yarns that were formerly valued at 40 cents per pound have declined to about 25 cents per pound. Hence the duty which is applied to yarn worth 40 cents per pound three years ago becomes inoperative to-day.

The yarn schedule, while prepared scientifically, I regret to say has not been adopted so by the Senate. In other words, the committee which had this in charge here in New England tried to make a just discrimination between carded yarns and combed yarns, and accordingly prepared their tables to give a proper discrimination between the carded and combed yarns and twisted, bleached, and colored yarns, on account of having a great deal more labor involved in their cost of manufacture; also combed yarns should have received at the hands of the Senate proper and just recognition for that classification of yarns. As adopted by the Senate it gives us the same duties on the carded or cheaper qualities as it does on the combed or more costly qualities of yarns. The latter should have had a different rate of duty allotted to them. In other words, the schedule should have been at the rate of one-third of a cent per pound per number instead of one-fourth of a cent per pound per number, and the provisos to the present bill, which I have always objected to, should have given a larger rate per pound on combed, twisted, bleached, and colored yarns than on the ordinary carded yarns.

As president of the Cotton Spinners' Association of New England, embracing all the leading cotton-spinning yarn mills of New England, I desire to go on record at this time by saying that, while we are very grateful for what we have received from those in charge of the tariff bill in the Senate, by according to us the duties passed by the Senate, yet I feel it is my duty to say that we accept it under protest, as we are not properly protected on the fine-carded yarns, combed yarns, bleached and colored yarns. The duties as now given to us practically give to our foreign competitors our markets, both on carded and combed work, after we pass No. 50's. We have been struggling for all we are worth to obtain proper recognition for the fine-spinning industry of this country, such as the making of 60's, 70's, 80's, 90's, and 100's yarn, of which there are large importations constantly coming into this country. Our large spinning mills in New England have been built during the past four or five years with this trade in view, and now by the adoption of the present schedule we shall have to give up all fine yarns above 50's to our foreign competitors and make yarns in coarse numbers up to No. 50's. The provisos to the present schedule should never have been adopted. But, of course, we who have been framing and preparing this schedule know very well from whence the opposition emanates. Nothing that would exceed the McKinley bill would be adopted. If provisos had to be adopted on this specific schedule the rate should have been 10 cents per pound on yarn valued up to 25 cents per pound and 18 cents on yarn valued up to 40 cents per pound, and, if it is possible, I wish this might be adopted now. It is too bad to cut us down to 8 cents and 15 cents respectively.

While we recognize that we have received a much better bill than the Wilson duties ad valorem would have given us, and have obtained the valuable point of specific duties, yet it is only operative up to about No. 50's yarn. After that it practically becomes ad valorem, on account of the provisos as now adopted. So, with this end in view, I desire to protest against the provisos as adopted, also that no discrimination has been made between carded single yarns and combed, twisted, bleached, and colored yarns, which should have received a higher rate of duty—one-third of a cent per pound per number.

We trust sometime when our friends can have the framing of the bill that proper recognition will be taken of the fine-spinning industry of New England.

Yours, truly,

ARNOLD B. SANFORD,

*President Cotton Spinners' Association of America.*

P. S.—If within your power, please get the Senate Finance Committee to change the proviso from 8 cents to 10 cents and from 15 cents to 18 cents, and on the



combed, twisted, bleached, and yarn in colors to one-third of a cent per pound per number instead of having rate as now given apply to both carded and other qualities of yarn, which is an unjust discrimination against the higher cost yarns.

Our worst fears have been more than realized. The Wilson-Gorman tariff was enacted August, 1894, and went into operation, so far as the above schedule was concerned, upon its passage, and its effects were at once apparent.

The imports of cotton yarns, which during the year 1894 amounted to 747,838 pounds, valued at \$326,324, increased in 1895 to 1,784,854 pounds, valued at \$658,702, and for the present year, 1896, the imports of cotton yarns have reached the enormous total of 2,431,855 pounds, valued at \$872,067.

It is of importance to call the attention of your honorable committee to the fact that during the present year, while the importation of cotton yarns has greatly increased, the mills represented by our association have been compelled to shut down considerable part of the time, and our employees as well as ourselves have suffered heavily in consequence.

Upon examination of the importations of cotton yarns we find from the report of the United States consul at Manchester, England, that during the six months ending June 30, 1896, there were exported from that one port alone over 500,000 pounds of fine cotton yarns, exclusive of 292,372 pounds in the form of rovings to be spun into the finest yarns used in this country.

Upon analyzing above report we find the exports of the principal counts were as follows:

|                               | Pounds. |
|-------------------------------|---------|
| No. 50's, single.....         | 21, 376 |
| No. 55's, 2-ply.....          | 15, 402 |
| No. 60's, single.....         | 21, 139 |
| No. 60's, 2 twisted.....      | 64, 723 |
| No. 70's, single.....         | 5, 700  |
| No. 70's, 2-ply twisted.....  | 65, 334 |
| No. 75's, single.....         | 24, 818 |
| No. 80's, single.....         | 16, 335 |
| No. 80's, 2-ply twisted.....  | 64, 987 |
| No. 80's, 3-ply twisted.....  | 6, 540  |
| No. 90's, single.....         | 23, 615 |
| No. 95's, single.....         | 9, 647  |
| No. 100's, single.....        | 26, 871 |
| No. 100's, 2-ply twisted..... | 59, 406 |
| No. 100's, 3-ply twisted..... | 10, 071 |

The above figures demonstrate without further argument that the Wilson Gorman act, with its ad valorem provisos, does not protect the spinners of fine yarns in this country.

We therefore respectfully request that the present schedule be adopted with the provisos stricken out and with the addition thereto of the clause referring to other cotton manufacturers, including rovings, etc.

## COTTON ROVING.

The above article, not having been specifically mentioned in the present cotton-yarn schedule, has been imported in large quantities, not upon its value, but as ordinary yarn of No. 20's and under. As a No. 20's roving, after undergoing the comparatively simple operation of spinning, becomes a No. 100's yarn, this is not only a serious menace to the American laborer and manufacturer alike, but results indirectly in this Government being deprived of a large part of its legitimate revenue. This, if permitted to continue, as at present, would prove disastrous to the fine-cotton industry of this country, and the unintentional oversight in the present schedule should be promptly remedied by a specified duty of not less than 40 per cent ad valorem as recommended in our proposed amendment.

THE COTTON YARN SPINNER'S ASSOCIATION.

ARNOLD B. SANFORD,  
WM. D. HOWLAND,  
R. C. KERR,

*Committee.*

The CHAIRMAN. You have in your written statement covered the difficulties in the existing tariff, making suggestions, and giving the reasons therefor?

Mr. SANFORD. Yes, sir.

The CHAIRMAN. What are the difficulties in the existing tariff in reference to yarns?



Mr. SANFORD. The principle of the Wilson-Gorman act is all right—that is, specific duties—but the riders attached to the bill have simply made it an ad valorem tariff, so it is impossible for us to do any business in—

The CHAIRMAN. In regard to undervaluations?

Mr. SANFORD. Undervaluations. There are no yarns imported now at the rate of over 40 cents per pound; that is brought in at 25 and 40 so as to get it in at 8 and 15 cents duty; so it makes this bill inoperative for the fine cotton-spinning industry.

The CHAIRMAN. So there is a temptation for undervaluation where it can be done?

Mr. SANFORD. Yes, sir.

The CHAIRMAN. Do you make any suggestions as to the change of numbers in that statement?

Mr. SANFORD. Yes, sir; we have simply gone over that matter in this way. We are willing to accept of the present schedule with the provisos eliminated; that is, stricken out.

The CHAIRMAN. The two provisos are what you complain of?

Mr. SANFORD. Yes, sir; and we would say, furthermore, we have had two years' experience under this Wilson-Gorman act, and we know what we have asked for is just as little as we can get along with. We have tried to be moderate in our request.

The CHAIRMAN. Do you mean to say if the two provisos of paragraph 250 were eliminated that the paragraph then would be satisfactory as to yarns?

Mr. SANFORD. The schedule itself would be satisfactory.

The CHAIRMAN. Your complaint is that the provisos practically make the duties ad valorem and permit extensive undervaluations?

Mr. SANFORD. Yes, sir; and I would say, Mr. Chairman, at the time when this act was adopted that we, as spinners, saw the danger and made an appeal to Senator Aldrich saying, that if that measure was adopted the fine-spinning industry of this country would be practically blotted out, and if these provisos were to remain in the bill we could not do business, and our experience has demonstrated that we were right. We have lost the fine-spinning industry entirely; that belongs to our foreign competitors.

The CHAIRMAN. The two provisos read:

That in no case shall the duty levied exceed eight cents per pound on yarns valued at not exceeding twenty-five cents per pound, nor exceed fifteen cents per pound on yarns valued at over twenty-five cents per pound and not exceeding forty cents per pound: *And provided further*, That on all yarns valued at more than forty cents per pound there shall be levied, collected, and paid a duty of forty-five per centum ad valorem.

Do I understand you to say that makes that paragraph an ad valorem duty all through?

Mr. SANFORD. Yes, sir.

The CHAIRMAN. Although it purports to make them specific?

Mr. SANFORD. These provisos make the entire bill strictly an ad valorem bill, and there is one evil which has crept in it I wish to speak of. As an association we have had to be on the defensive for the last two years, and a very serious evil has crept in. After finding they could not bring in the finer numbers, such as they would like to, they have been importing cotton roving and it has taken the place of the yarn. They put that in the spinning frame and spin fine numbers out of it; that is, No. 20 hank roving—

The CHAIRMAN. And it is worked to your detriment as a manufacturer and has deprived the Government of revenue?



Mr. SANFORD. Yes, it has deprived the Government of a large amount of revenue. That you will find clearly set forth in this statement, Mr. Chairman.

The CHAIRMAN. Are the coarse numbers of yarns imported to any material extent?

Mr. SANFORD. No, sir; not to a great extent.

The CHAIRMAN. At what number does the importation begin?

Mr. SANFORD. In fine spinning we take about 50's. Up to No. 50 we have been able to do business, but beyond that we have lost the market entirely and there have been some very fine mills built in the last five years purposely for the fine spinning industry.

The CHAIRMAN. That is because the finer yarns involve so much larger proportion of labor?

Mr. SANFORD. Yes, sir; and very costly machinery, too. These mills have had to be set back to making the coarse yarns, and they are not fitted up for it at all.

The CHAIRMAN. That has driven the mills from fine yarns to coarse yarns?

Mr. SANFORD. Yes, sir; making a strong competition for the market in the coarse yarn business, too.

Mr. PAYNE. I see there are no provisos in paragraphs 251 and 252; are those satisfactory?

Mr. SANFORD. Just read that, please.

Mr. PAYNE. "Paragraph 251. Spool thread cotton, containing on each spool"—

Mr. SANFORD. In regard to that question, I say we do not have anything to do with thread. We confine ourselves to cotton yarns.

Mr. PAYNE. You confine yourself to yarns under paragraph 250?

Mr. SANFORD. Yes, sir. The cotton thread people will take up that question.

Mr. PAYNE. I see the importations were very small for 1895 as compared with 1893.

Mr. SANFORD. That was thread, I think.

Mr. PAYNE. What do you say in regard to the importation under that paragraph for 1896?

Mr. SANFORD. We would say, in answer to that question, that the importation of cotton yarns for the year 1896—if you would like to have the statistics we have them right here.

Mr. PAYNE. Have you those statistics in your statement which you wish to submit?

Mr. SANFORD. Yes, sir. They are compiled from 1894 to 1896, inclusive.

Mr. WHEELER. Will you explain why it has fallen off so greatly? This statement shows that in 1893 the imports were 92,000 and in 1895 9,000 pounds.

Mr. SANFORD. That does not apply to us. What number is that?

Mr. WHEELER. This is the 25 cents per pound.

Mr. SANFORD. I think you have got some wrong statistics there. I can not understand that. I would just like to say here that in the year 1894 the importation of cotton yarns was 747,838 pounds; in 1895, 1,784,854 pounds, and in 1896 the imports of cotton yarn reached a total of 2,431,855 pounds.

Mr. WHEELER. That is of all kinds; but here is a schedule of one of the grades.

Mr. SANFORD. I could not explain that. I do not know what number of yarn is referred to.



Mr. PAYNE. The classification is entirely different in 1894 from what it was in 1890.

The CHAIRMAN. That arises from the fact that in the fiscal year 1895 we were three months under the tariff of 1890 and nine months under the tariff of 1893.

Mr. SANFORD. The increase in yarns was simply enormous in 1896, and then again you must not forget the values are nearly 25 per cent lower than the year previous. Here is the amount of 2,431,855 pounds with a value of \$872,000 in 1896, and during that time our mills were shut down part of the time waiting for business and our employees were out on the streets. We give in this table the importations for six months in 1896, giving the numbers of yarn imported.

The CHAIRMAN. We have the same thing here.

Mr. WHEELER. I would like to ask one question. In Mr. Blaine's cotton goods report of the world, which, of course, you have read, the statement is made there that all coarse cotton goods can be made cheaper in America than anywhere else. Is that your experience?

Mr. SANFORD. I should think they could be made just about as cheap—say the coarse grades from 10 to 20—can be made in the South as cheap as anywhere else, but not as cheap in our section of the country. The labor is very much higher per day with us. They have longer hours in the South than we do, and it does not require the skill in that coarse work that we put in the finer work. These men have been devoting their attention for a good many years to the building up on the finer grades. You take a coarse fabric and it does not require a great deal of skill to put it together. It is simply the product thrown together. We have put a great deal of capital in these fine mills.

Mr. McMILLIN. Have you any statistics concerning the exportation of cotton not in bale form?

Mr. SANFORD. That would come more particularly under cloth. There is no yarn exported, not to any extent. There have been some attempts, for we have had inquiries from commission men asking what we thought of trying to export a few yarns to Turkey or South America, but we found it was impossible to do any business in those sections; that is, the competition was a little too severe for us. That may come around, but it has not come yet. But you take piece-woven goods, and they are sent over in quite large quantities. This information you would get from the cloth manufacturers.

Mr. McMILLIN. Is there any loss in the processes of preparing cotton for the mill by reason of the fact that it has been baled or compressed, as against cotton that is manufactured directly from the field without baling or compressing?

Mr. SANFORD. There has been considerable said in that respect by manufacturers. Some say they would rather have unpressed cotton than a pressed bale. I think myself there is a little advantage, but not very much.

Mr. McMILLIN. Is there any cost attached to the method of separating so as to get it in the form it was before it was baled?

Mr. SANFORD. Any difference in the cost, you say?

Mr. McMILLIN. Is there any cost attached to that? Does it require separate machinery?

Mr. SANFORD. No; it does not require any separate machinery. You take the unpressed bale and the pressed bale and you put it through the same machinery. That is, we would simply open the compressed bale and let it lie and air out a little while there for two or three days when it will work better; whereas if you take the uncompressed bale



you can shove it into the machinery right off, but you can not get out any more product. The advantage is that the storage and transportation, of course, are in favor of the compressed bale, and I do not think it would make any difference in the cost of the product.

Mr. WHEELER. The reports show some \$380,000,000 of cotton goods is exported by England. How much of that do you say is of this character which you state can be made cheaper in this country?

Mr. SANFORD. I did not make that statement that it can be made cheaper in this country.

Mr. WHEELER. Well, some do?

Mr. SANFORD. Some say so, but I do not say it. I say there are some goods that might be made as cheaply as these coarse goods made in England and some other points, but I do not say they can be made cheaper.

Mr. WHEELER. What proportion of the \$380,000,000 would you say was of the coarse character of the goods?

Mr. SANFORD. You ask a question I could not very well answer.

Mr. WHEELER. You can give a rough idea?

Mr. SANFORD. No, sir; I could not. I could not say in regard to that. Somebody here might do that. Have you those figures, Mr. Chase?

Mr. CHASE. No, not tabulated; but I have a general idea about it, that is all.

Mr. RUSSELL. You can manufacture as cheaply here as in England?

Mr. SANFORD. Some manufacturers of cotton claim they can manufacture these coarse goods as cheaply as they can abroad.

Mr. RUSSELL. To say nothing about the cost of the transportation of the cotton?

Mr. SANFORD. I meant they can make as cheaply at the mill as abroad. If you are manufacturing, say, in Georgia, and you are making sheeting requiring about No. 10 yarn, I think possibly with your long hours and cheap labor you could make them at about the same cost as in England.

The CHAIRMAN. You refer to the coarse goods?

Mr. SANFORD. To the very coarse goods. I do not make the statement, but I say it is claimed by some manufacturers they can.

Mr. McMILLIN. Are there any climatic reasons why the finer grades of goods can not be made there when they have the capital to construct the machinery?

Mr. SANFORD. In the South?

Mr. McMILLIN. Yes, sir.

Mr. SANFORD. Yes, sir; I think there are localities in the South where the climate is all right.

Mr. McMILLIN. As to the class of goods which is manufactured here, from your observation would you conclude that England or any other country can compete successfully in the markets which they supply here with the factories which are run by water in a genial climate where the cotton fields are and the cost of all transportation is saved, or even one transportation saved?

Mr. SANFORD. I think, sir, it is pretty even as conditions exist to-day. I do not think the English manufacturer would come over here and try to supply the coarse cotton goods.

The CHAIRMAN. You mean even as to the coarse goods, but when you come to the finer——

Mr. SANFORD. I confine myself to the coarse goods. When you make the fine goods, that requires experience and skill which it takes years to get.



Mr. McMILLIN. I believe it is the history of cotton manufacture that the coarse goods go as an advance guard of the other?

Mr. SANFORD. We recognize the South as a competitor of ours perhaps for the finer fabrics at some day, but it will take time to get there. We have been a great many years getting to where we are.

Mr. McMILLIN. It takes very expensive machinery?

Mr. SANFORD. Yes, very expensive machinery, and very skilled labor, and your people, that is the Southern people, have to get that experience the same way we have, and it takes time to get it.

WESTBROOK, ME., *December 24, 1896.*

COMMITTEE ON WAYS AND MEANS:

Allow me to call your attention to what appears to me a great detriment in the Wilson bill to the yarn manufacturers. The Yarn Spinners' Association was never satisfied with the present Wilson-Gorman cotton-yarn schedule. It was the best they could get after much hard work. They took the same under protest, and promptly, through their president, filed a protest with Senator Aldrich, of Rhode Island. The following clauses, "On yarns valued at 25 cents per pound or under, duty can not exceed 8 cents per pound," and "on yarns valued at over 25 cents per pound and not exceeding 40 cents per pound, duty can not exceed 15 cents per pound," and "on yarns valued at more than 40 cents per pound, duty is 45 per cent ad valorem," have led to a great deal of undervaluation. They have proved quite a temptation and stumbling-block to the importers and have led them to put a low value on yarns.

The large mills in Fall River and New Bedford on this account have been driven largely from the fine numbers above No. 60, and have made coarse yarns, producing nearly double the amount of coarse yarn they could produce of fine yarn. This increase of pounds by the fine mills has ruined the business for coarse mills like mine, and I hope the three clauses referred to may be stricken out of the Wilson bill. I trust also that the manufacturers of knit goods will be well protected, for if they are and run it will make a large demand for yarn.

W. K. DANA, *Treasurer Dana Warp Mills.*

## SPOOL COTTON.

(Paragraph 251.)

NEW YORK, *January 8, 1897.*

COMMITTEE ON WAYS AND MEANS:

We inclose herewith our views of what the schedule on spool cotton and kindred articles should be in the proposed tariff. A large majority (in point of business done) of the spool-cotton trade of the United States has joined us in signing this statement.

Spool thread of cotton, crochet thread of cotton, darning thread of cotton, marking thread of cotton, and embroidery thread of cotton, whether on spools, balls, cards, bobbins, tubes or cones, not exceeding one hundred yards of thread, six cents per dozen; exceeding one hundred yards on each spool, ball, card, bobbin, tube or cone, for every additional one hundred yards of thread, or fractional part thereof in excess of one hundred yards, six cents per dozen.

In regard to the duties on cotton yarns, the matter of a revision of the present ad valorem tariff to specific rates has been thoroughly and carefully considered by the cotton-yarn spinners, and the moderate and scientifically constructed schedule, which will be presented to your honorable committee by the cotton-yarn spinners, has our unanimous approval and cordial indorsement.

The Coats Thread Co., Theodore Frelinghuysen, Treasurer;  
The Clark Thread Co., R. B. Symington, Secretary;  
The Merrick Thread Co., L. R. Hopkins, President;  
The Kerr Thread Co., Fall River, Mass., I. C. Davis, Secretary;  
The Clark Mile-End Spool Cotton Co., James Valentine, Secretary;  
Jas. Chadwick & Bro., Ltd., M. Grierson, General Agent.



## COTTON CLOTH.

(Paragraphs 252-257.)

TUESDAY, *December 29, 1896.*

## STATEMENT OF MR. S. B. CHASE, OF FALL RIVER, MASS.

Mr. CHASE said:

Mr. Chairman and gentlemen of the committee, I wish to say that I have prepared a short statement here similar, I presume, to the one Mr. Sanford has offered, understanding that the committee's time is limited and they do not wish to hear long-drawn-out arguments. I will just say, however, the cotton-cloth people are not asking for any increased duties. We realize, so far as the doctrine of protection is concerned, we are not what we would consider sufficiently protected on the fine end of our business, but we think the schedule as arranged under the last tariff was in the right direction, as far as making a new classification and making a designation for what we call coarse and fine yarns; and while it does not quite protect us in the fine yarns, we do not ask for any increase. We do ask, however, for two or three amendments which bring in certain classes under specific duties already existing, taking them out of the ad valorem category, as we are fully persuaded that abuses have crept in under that system and goods are brought in as they should not be under the law. I am quite willing to read what we ask for, if the committee desire, or hand it in in writing.

Mr. PAYNE. Is it your desire to strike out that proviso at the end of the clause?

Mr. CHASE. We ask for one additional paragraph or section, or whatever it may be called, in the bill, making a further classification in the fine counts. Under the present law the counts are scheduled up to 200 threads to the square inch, and the last schedule provides for all goods exceeding 200 threads. We ask a further classification in that clause, and we should ask that exceeding 200 but not exceeding 300 threads be made at the same rate of duty as now exists in that clause, and then we ask for a further section defining the goods from 300 threads to the square inch and upward, with corresponding duties of what they are in other schedules. That is all we ask in that direction. Then we ask that goods known as lapit weaves (a new product in this country—a figure weave of that kind where the plain cloth has a woven pattern or design in its surface or embroidery) shall be subject to specific duties, and we ask for 50 per cent additional to the present specific duties on plain cloths for this embroidery or figure weave that is put on the cloth.

The lapits are put on the cloth in the process of weaving. A loom has been invented where needles do this work, which is a step in advance of any former process of weaving, so far as this country is concerned. It has been done abroad to a certain extent, and machines have been recently brought out in this country, and we are making a weave of cloth with a great variety of patterns in that way. It adds about double the value to the fabric and therefore should be entitled to a higher rate than the present specific duty, otherwise there will be no protection whatever in the tariff law. We should like that provided for, and have asked that in our paper; that is, we have drawn a paragraph to guide the committee as to what we would like to have, and assume that they will give it due consideration.



Another item which we feel should be corrected is what we consider a clear evasion of the law now on the part of the handkerchief manufacturers. There may be some handkerchief men here and I may be treading on their toes, but we have from very good authority that cloths or fine goods have been brought in from the other side stamped or marked off in simple lines of color or simple crossbars. The color will wash out, it is fugitive, and these are brought in as printed cotton handkerchiefs under an ad valorem duty which applies to cotton handkerchiefs. Now, they are immediately sent to the bleacheries and the material is washed and they can be used for any purpose whatever, handkerchiefs or otherwise, and of course it opens the door for a rank undervaluation, and large importations which have been made of piece cotton goods in the last two years have been largely, I have been told, of that character, where it has appeared an evasion of what we consider was, at any rate, the intent of the present law.

The CHAIRMAN. And a fraud on the revenue?

Mr. CHASE. Yes, sir; of course. These are the things we ask for. It is not very much, but the one we lay special emphasis on is the last one I mentioned.

Mr. McMILLIN. Have you the section of the law to which your amendment would apply so we could find it here?

Mr. CHASE. Yes, sir; I could tell you. I have it right here in my pocket. We wish an amendment of paragraph 256 of Schedule I, where it says "exceeding 200 threads." We ask to have that to read, somewhat as follows: "Exceeding 200 threads but not exceeding 300 threads."

The CHAIRMAN. You propose to introduce a new classification?

Mr. CHASE. Yes, sir; then we ask to have that followed by a further paragraph which takes up above 300 threads with a duty which will correspond according to the value of the goods that is already existing in this and other sections.

Mr. McMILLIN. The present rate of duty on that is 35 per cent ad valorem?

Mr. CHASE. Yes, sir; we have not called attention to that. That is an obvious error, that 35 per cent. If you notice, the goods of lower value in the preceding section are assessed under the present law at 40 per cent.

Mr. McMILLIN. They are assessed specifically?

Mr. CHASE. No; as far as the ad valorem feature goes it only applies to—

Mr. McMILLIN. Here is one on the preceding page, and I see there are three at 45 per cent?

Mr. CHASE. If you will look over the whole schedule there you will find in the lower counts, what we call the cheaper class of goods, the ad valorem begins with 25 per cent, and it is built up from 25, 35, and 40, if my memory serves me correct, without looking back here. Now, next to the last section, which represents a lower quality of goods than the last section does, it is assessed at 40 per cent, while paragraph 256, representing a higher class of fabrics, is assessed at 35 per cent, which is an obvious error. I may say I am perhaps sure of my ground in this case because I was present here in Washington when this bill was drawn and saw it all through the different stages, and I know the intent was meant to be 40 per cent in these last two paragraphs, and it is obvious to the mind of any man who investigates it that it would be absurd to assess a lower section 40 per cent and a higher one 35 per cent. The tariff is supposed to work in a contrary direction.



Mr. McMILLIN. I understand by means of this new invention or new method of weaving there is added double value to the cloth?

Mr. CHASE. I say it frequently does that. It may be 25, 50, 100, or even 150 per cent.

Mr. McMILLIN. The ad valorem feature would catch that additional value?

Mr. CHASE. No, sir; I do not think the ad valorem catches anything in the custom-house.

Mr. McMILLIN. It catches "Hail Columbia" sometimes.

Mr. CHASE. It will catch something, but it will not catch what it ought to.

Mr. McMILLIN. In that grade of goods which we are discussing, now, suppose you were to buy \$100,000 worth of cotton and go and put it into a finished form, what would it cost to put it into the finished form, according to your experience?

Mr. CHASE. It depends somewhat upon the fabric. In the mills which I personally represent the raw material varies from, well, say 60 per cent of the cost of the fabric to 20 per cent. We make fabric of raw material of which the raw material will not be over 20 per cent, and the other 80 per cent would be made up mostly of labor, taxation, and other minor items of material and labor. It depends altogether upon the fineness of the fabric, and the finer you go the less the raw material costs. They are light weaves with a great deal of labor on it and that is the principle involved in this very bill adopted last session, to assess the cost of the higher counts of fine yarns more tariff than you put on the coarse yarns.

Mr. McMILLIN. Then when you put the raw material that is free into the finished commodity the competing tax or import duty attaches not alone to the labor cost and the tax cost, but also to the material, and you get the benefit of that?

Mr. CHASE. Yes, sir; whatever tax there is applies to the whole fabric.

Mr. EVANS. How much imported raw material is there in that cloth fabric of which you speak?

Mr. CHASE. I beg pardon, I did not catch that question?

Mr. EVANS. How much imported raw material is there in this fabric, in this product?

Mr. CHASE. Very little.

Mr. McMILLIN. I see of this grade of goods we have mentioned there was imported in the year 1896 only \$174,000, which shows a falling off from 1895 of \$8,000?

Mr. CHASE. I do not know what class of goods that refers to.

Mr. McMILLIN. The class we have just mentioned, exceeding 200 threads to the square inch?

Mr. CHASE. One thing must be borne in mind by the committee in regard to 1896, that the imports of everything coming into this country has shown a great falling off from the fact that the consumption of the people has been very light. It has been very hard times and not only have the imports fallen off, but the domestic manufactures have fallen off tremendously.

Mr. McMILLIN. There is a very considerable falling off in most of these?

Mr. CHASE. In 1895, however, there was a large increase in imports of dry goods, an overwhelming increase, in fact.

Mr. McMILLIN. If the present tariff rates on these things are too low, how is it you account for the falling off; do you account for that falling off by decreased consumption?



Mr. CHASE. There was a large increase in 1895, you will find, in general dry goods, but I can not say under what section, as I have not investigated that question to that extent. As a rule the imports of cottons and all kinds of textile fabrics was immense in 1895. It was very large, and necessarily the imports had to drop in 1896 because there was an oversupply brought in, and the domestic manufacturers suffered.

Mr. McMILLIN. You say you were present when the schedule was framed?

Mr. CHASE. Yes, sir.

Mr. McMILLIN. Was it satisfactory to you?

Mr. CHASE. No, sir; it was not satisfactory, but it was the best we could get.

Mr. McMILLIN. But there was a slip up in this section, or a mistake?

Mr. CHASE. This 35 per cent is evidently an error. I think that is obvious to anyone, and I do not think that needs any argument. We saw it after the law was printed, but it was too late to rectify it.

Mr. WHEELER. You stated an ad valorem duty on this character of cloths did not operate effectively in the custom-house, I think?

Mr. CHASE. Where we ask for the application of a specific system instead of an ad valorem?

Mr. WHEELER. What I want to ask was this: We see a great many of these schedules are specific duties, and where a specific duty is laid down the equivalent ad valorem does not average more than 35 or 40 per cent.

Mr. CHASE. Exactly.

Mr. WHEELER. Why does that specific duty operate better than the ad valorem duty?

Mr. CHASE. Why, for the reason that we know that is the fact, and while nobody can ascertain it, we suppose it is because the goods coming in under the ad valorem system are undervalued. The percentage is calculated all right, but it is a percentage on a low price. For instance, goods are worth 10 cents a yard in England and the invoice is 6 cents, and they pay a duty of 40 per cent a yard, and there you only pay a duty of 2.4 cents. It is obvious how it works, and we know a great many foreign houses have their branches in this country and the goods are consigned to these branches and the price is made here directly on the sale of the goods. There is no method by which competing manufacturers can go into that custom-house and ferret out these things. We have to trust to the Government, but we know in certain cases it is done. Of course, you all know occasionally, once in a while, a man is pulled up and fined for it and the fine collected.

Mr. WHEELER. I want to get some information on this point. The South is intensely interested in trying to manufacture cotton goods, and it produces more than three-fourths of the cotton of the world, and we recognize that to increase the manufacture is the great object we have in view, and what the South wants is to prevent if possible any change in the tariff which will militate against their foreign market.

Mr. CHASE. I do not blame them for that.

Mr. WHEELER. Can you suggest anything as to how the tariff will affect that question?

Mr. CHASE. I do not see that this tariff affects that in any way. The export business of the South has largely increased with China, and it is in goods of which in fact almost all the cost you may say is in the raw material. The labor does not cut any figure, and when it comes to the percentage they are able to compete to a certain extent



with Great Britain and other countries in that class of goods. In the finer fabrics we rarely export anything, except we may get a unique design sometimes which might find a market in foreign countries owing to its style rather than to its intrinsic value.

Mr. WHEELER. The statement is made that the manufacture of these coarse cloths in the South can be done at about two-thirds of the cost in Manchester, do you think that is so?

Mr. CHASE. I do not believe it; no, sir; I do not. I do not think it is possible for it to be so. You would be making great strides in the South, greater than you are, and Manchester would have lost its trade rapidly. Two-thirds is an enormous difference and would drive their men out of business pretty quick. I do not doubt the people who make that statement are perfectly honest, and possibly they may be right, but personally I do not believe it is so, from what I understand.

Mr. McMILLIN. Why were a part of these rates fixed at ad valorem and a part specific in the framing of this schedule in the Senate?

Mr. CHASE. That has always been done under every tariff bill that has ever been made, and for this reason: That it is impossible, or rather impracticable, to stretch the schedule out a mile long. You do not want any more detail, and the Treasury Department does not, than it is necessary to have. It only confuses and makes things complex in the custom-house, but when goods rise above a certain value as values are fixed here where the ad valorem applies, the quantity is so small in either country that it is not worth while to keep stretching out the schedule. We are attempting to do that to a certain extent by offering for your consideration to-day one additional paragraph in the law based on still higher counts, but in the different sections themselves, if a certain class of goods valued at over and above the price at which the specific duties would naturally apply even upon an ad valorem, it is a great deal more convenient all around to apply the ad valorem.

Mr. McMILLIN. Is not this the tendency of a specific rate of duty, that where different grades of goods, some of higher and some of lower value apply, are in the same section under the same rates, that the effect of the specific rate is to put a higher per cent of duty on the coarser goods or less valuable articles than on the higher?

Mr. CHASE. That is true, sir, undoubtedly.

Mr. McMILLIN. Then the tendency of the specific rate is, where there are a number of articles in the same schedule differing in value, to put the higher rate on the lower goods?

Mr. CHASE. Yes, sir; and the lower rate on the finer as well.

Mr. McMILLIN. Is not this a further result from it. First, I will ask if the tendency in the manufacture of cotton has not been to very rapidly cheapen the commodity?

Mr. CHASE. I think it has.

Mr. McMILLIN. By processes of modern invention?

Mr. CHASE. I think it has, sir; there is no question about that.

Mr. McMILLIN. Now, where the tariff law has run for a series of years does it not tend to prevent the consumer from obtaining as rapidly as he would otherwise the benefit of the cheapening process?

Mr. CHASE. No, sir; I think not, for the reason that as rapidly as processes of manufacture are cheapened, the competition, no matter if you had a prohibitory tariff—allowed you had the Chinese wall talked about to keep out all the imports—the domestic competition is so fierce on this side that the consumer gets the goods at the lowset possible point of production.

Mr. McMILLIN. That is not so in all things?



Mr. CHASE. I think it is, unless it is controlled by some artificial combination.

Mr. McMILLIN. But do not these artificial combinations exist in many lines of industry?

Mr. CHASE. I know there are such things as trusts, but it does not apply to us, however.

Mr. McMILLIN. There are such cases, and they are not at all infrequent in the United States?

Mr. CHASE. I understand so.

Mr. McMILLIN. And in things which are protected by import duties?

Mr. CHASE. That I do not know so much about.

Mr. McMILLIN. Do you not think it is so?

Mr. CHASE. Well, I think it is; yes, sir.

Mr. RUSSELL. On that class of goods of which you speak is it not a fact, by the construction of the present law, either by rule of the appraisers or otherwise, they simply count the number of threads in assessing the duty and no account has been taken of the extra work put upon it, but the duty has simply been assessed upon the threads in the cloth?

Mr. CHASE. Yes, sir.

Mr. RUSSELL. That is the only reason why you suggest the special paragraph should apply to that class of goods?

Mr. CHASE. Yes.

Mr. RUSSELL. It is really a new manufacture that this company developed within the last three or four years?

Mr. CHASE. Yes, sir. There was, I will not say in the McKinley bill or the bill previous, but under the old Morrill tariff there was a provision for embroidery, but that has been dropped out for some reason or other, and now we ask that these figured goods be included.

The CHAIRMAN. It is in the act of 1890, but dropped out in the act of 1894.

Mr. CHASE. I wish it distinctly understood that we do not stand in the position that we have asked for any material or radical rise in the rates of duties. In fact, we have asked for no raise as the schedule stands, but we ask for corrections which obviate certain inequalities.

Mr. RUSSELL. You are speaking of yarns?

Mr. CHASE. We have nothing to do with the yarns. I think they have suffered more than we have in regard to legislation. I think they had an unfortunate scheme to contend with. We make our own yarns, to be sure, but we weave them.

The CHAIRMAN. Do you import any yarns?

Mr. CHASE. Yes, sir; I have imported some—quite a lot in 1895.

The CHAIRMAN. Do you find certain fine yarns could be imported under the present duties as they exist as cheaply as they can be made here?

Mr. CHASE. We were obliged to import them on account of the price. No domestic man was willing to sell at such a price.

Mr. RUSSELL. Have you imported any roving?

Mr. CHASE. No, sir.

Mr. WHEELER. Do you know anybody here present connected with mills which have branches in the South?

Mr. CHASE. No, sir; I think there is only one cotton cloth manufacturer here with whom I am acquainted, and he is not connected, I believe, with a Southern mill, as far as my knowledge goes.

Mr. WHEELER. How do you account for the fact that England now



exports nearly \$400,000,000 of cotton goods, whereas the United States only exports about \$10,000,000 or \$12,000,000?

Mr. CHASE. You want me to express why I think it is so?

Mr. WHEELER. Yes.

Mr. CHASE. In the first place we do not have the market; that is a disadvantage, and she makes her goods undoubtedly a great deal cheaper than we do here.

The CHAIRMAN. Why is she able to make them cheaper?

Mr. CHASE. There are two very large items I would be very glad to furnish figures on at any time. The principal one, of course, is labor.

The CHAIRMAN. Which is higher here?

Mr. CHASE. Yes, sir; and another very large item, which I have never seen anybody make a great deal of, is this: In large communities like Fall River, Lawrence, etc., a very large item is the question of local taxation. Now, the mill I represent pays in the neighborhood of \$24,000 or \$25,000 a year, say about \$24,000 a year. That same plant all complete in Great Britain would not pay, according to information which I have of several plants there, exceeding about \$3,000 to the community in which it was located.

The CHAIRMAN. In other words Great Britain by her system favors her industries and manufacturing interests in taxation and puts the taxation upon—

Mr. CHASE. They assess the householders in a great variety of things and they have a great variety of rates. An individual living in a city the size of Fall River pays water rates, poor rates, school rates, and a variety of other rates too numerous to remember. In other words, it comes out of the man's wages; he not only gets low wages to start with, but the householder and the man who rents the house as a rule (and I am informed of this by very good authority), as a rule the householder, the man who owns or rents the house, pays one-third of the rent in rates; that is, his rent is reduced by one-third by the rate he has to pay the town or community in which he lives. With us, of course, it varies some, but with us, and I presume it is practically so all over New England, we pay everything in taxes, and whatever the laboring man gets he gets—he has no taxes to pay except the poll tax of \$2 a year, and most of them manage to evade that.

Mr. WHEELER. I wish you would tell your mill people to come South and we will not tax them at all?

Mr. CHASE. That is worthy of their consideration.

Mr. JOHNSON. And I suppose they get a cheaper rate on the capital invested?

Mr. CHASE. That is not so large a factor as it was before. Interest is getting cheaper. Capital is a great deal cheaper than it has been before, but I suppose the difference is from 1 to 2 per cent.

Mr. JOHNSON. That is, it is 1 or 2 per cent less than it is here?

Mr. CHASE. Yes; but of course if you go West or South it is higher than it is in the East.

Mr. McMILLIN. Is not our labor more efficient than theirs?

Mr. CHASE. I do not think it is.

Mr. McMILLIN. I have seen statistics prepared by the Labor Bureau which were decidedly in that direction.

Mr. CHASE. There is only one department in the manufacture of cotton goods where I think our labor is really a little more efficient, and that is in the weaving. The tendency in this country is to run more looms to the weaver than in England, and that is true in no other



department as far as I know. In the milling room in England they run more per capita than we do, and in the mule spinning decidedly so. They run a pair of mules over there containing as high as 2,800 spindles, and the longest I know of at Fall River is about 1,600. Perhaps there may be a few longer than that, but I do not know. It is true the per capita of the product of Great Britain, barring weaving, to the best of my knowledge and belief, is larger than the United States.

Mr. McMILLIN. Could you give an estimate of the percentage?

Mr. CHASE. No, sir; I only know that in a general way.

Mr. McMILLIN. How do you account for the fact our labor is less efficient when we have boasted that they are more intelligent?

Mr. CHASE. I do not think our labor is less efficient.

Mr. McMILLIN. That is not the question I asked.

Mr. PAYNE. You asked if the labor was more efficient.

Mr. McMILLIN. He stated that it was less efficient in all except one department, and now I ask why it was less efficient if we have more intelligent labor. I am asking his grounds for it now.

Mr. CHASE. I will explain just what I meant by that, and make it clear to you. What has been true of Great Britain is also true of this country, and I suppose more or less in other countries. There has been a constant progress in producing more per capita. That is to say—you know what a pair of mules are, I do not mean Southern mules, but spinning mules, carrying spindles?

Mr. McMILLIN. We have mills in the South.

Mr. CHASE. It is a long machine extending across the mill with a great many hundred spindles. Now, I am not very old, but when I first went into the mill I do not think that the mill at Fall River had over 1,200 spindles to a pair of mules. Now, I do not think a pair in Fall River has as few as 1,200, but they run up to 1,400, 1,600, and perhaps to 1,800, and I do not know what they are going to do. That same thing occurs in Great Britain, only it occurred sooner than with us. They have gone as high as 2,800 to the pair. That is what I meant by the labor being more efficient than in certain cases of labor turning more machinery than here. That is what I meant by efficiency. I think our spinners are as bright and as smart as theirs, because most of them come from there and do the same work in our mill as they did there.

Mr. McMILLIN. You have free trade in labor but tax the labor's product?

Mr. WHEELER. In regard to the statement about labor being higher, there are three reports submitted to Congress, one by Secretary Frelinghuysen, one by Secretary Evarts, and one by Secretary Blaine, and all three of those reports state that in many of the cotton industries in England the pay of the labor is higher than anywhere else in the world—higher than that in America. Do you think that is correct?

Mr. McMILLIN. For the unit of product?

Mr. WHEELER. No; actually by hours.

Mr. CHASE. Those are high authorities, and of course it is rather unbecoming to me to say it is incorrect.

The CHAIRMAN. I think you had better take with some allowance whether there are authorities of just that kind.

Mr. WHEELER. Mr. Blaine has stated that labor wages are higher in Great Britain than here.

Mr. CHASE. I have great respect for the authorities quoted, but I do not believe it is true.



Mr. WHEELER. I copied them off in a speech in 1888 and I was looking for that. I had the pages of the report.

Mr. CHASE. As a matter of fact, I had, and I left here with the committee of the last House the time I was here in the hearings before, a detailed list of representative English mills, giving the prices paid to each hand in the mill, beginning with the first process, and going clear through to the last. I gave that in comparison with our own mills, and there is no question whatever in my mind. I have never been in England in my life, and consequently if I was put upon the stand as witnesses are in court and sworn to give just what I knew and nothing else, perhaps I could not swear to anything—but if you trust to others; to men I sent over there from my own mill—and from information that has come in a sure way, I know that fact is not true. I know the wages of the United States and the earnings of the people are absolutely higher just as well as I know any fact I have not seen with my own eyes. I have not seen their pay rolls.

PREPARED STATEMENT SUBMITTED BY MR. CHASE.

COMMITTEE ON WAYS AND MEANS:

The cotton manufacturers of Fall River and New Bedford, representing about 4,000,000 spindles, and the Arkwright Club of Boston, representing the cotton manufacturers of New England, whom I have the honor to represent, beg leave to submit for the consideration of your committee that certain additions to the cotton schedule of the customs laws of 1894 are necessary for the welfare of that industry in the United States, namely:

Amend section or paragraph 256, Schedule I, of the customs laws of 1894, by inserting in line 2 thereof, after the words "two hundred," the words "and not exceeding three hundred." And further amend by crossing out the words "thirty-five" where they occur in the last line of the same section and inserting in place thereof the word "forty," so that said section shall read, as amended, as follows:

"Cotton cloth not bleached, dyed, colored, stained, painted, or printed, exceeding two hundred and not exceeding three hundred threads to the square inch, counting the warp and filling (1), and not exceeding two and one-half square yards to the pound, three and one-half cents per square yard; exceeding three and one-half and not exceeding five square yards to the pound, four cents per square yard; exceeding five square yards to the pound, four and one-half cents per square yard, if bleached (2), and not exceeding two and one-half square yards to the pound, four cents per square yard; exceeding two and one-half and not exceeding three and one-half square yards to the pound, four and one-half cents to the square yard; exceeding three and one-half and not exceeding five square yards to the pound, five cents per square yard; exceeding five square yards to the pound, five and one-half cents per square yard; if dyed, colored, painted, or printed (3), and not exceeding three and one-half square yards to the pound, five and three-fourths cents per square yard; exceeding three and one-half square yards to the pound, six and one-half cents per square yard: *Provided*, That on all such cotton cloths not bleached, dyed, colored, painted, stained, or printed (4), valued at over twelve cents per square yard, bleached (5), valued at over fourteen cents per square yard, and dyed, colored, stained, painted, or printed (6), valued at over sixteen cents per square yard, there shall be levied, collected, and paid a duty of forty per centum ad valorem."

Further amend Schedule I by adding a new section, as follows, viz: "Cotton cloth not bleached, dyed, colored, stained, painted, or printed, exceeding three hundred threads to the square inch, counting the warp and filling (1), and not exceeding two square yards to the pound, four cents per square yard; exceeding two and not exceeding three square yards to the pound, four and one-half cents per square yard; exceeding three and not exceeding four square yards to the pound, five cents per square yard, exceeding four square yards to the pound, five and one-half cents per square yard; if bleached and not exceeding two square yards to the pound, five cents per square yard; exceeding two and not exceeding three square yards to the pound, five and one-half cents per square yard; exceeding three and not exceeding four square yards to the pound, six cents per square yard; exceeding four square yards to the pound, six and one-half cents per square yard; if dyed, colored, painted, or printed, and not exceeding three square yards to the pound, eight cents per square yard: *Provided*, That all such cotton cloths not bleached, dyed, colored, stained, painted, or printed, valued at over fourteen cents per square yard, bleached, valued at over sixteen cents per square yard, and dyed, colored, stained, painted, or printed valued



at over twenty cents per square yard, there shall be levied, collected, and paid, a duty of forty per centum ad valorem."

Further amend Schedule I by adding a new section, as follows, viz: "Cotton cloth designed for handkerchiefs, whether by printing, stamping, cutting into squares or otherwise, but not hemmed and finished for the market, shall be held to be subject to the same duty imposed upon cloth or piece goods of the same count and weight. And cotton cloth whether or not containing a mixture of silk, linen, wool, tinsel, ramie, or other material upon the surface of which is woven or embroidered any design, figure, or pattern, shall be subject to a duty of fifty per centum additional to the duty imposed by this act upon plain cotton cloths or fabrics of the same count and weight."

The reason for urging the above changes and amendments are, in brief, as follows:

The duties on the finer counts and weights are not adequate or in proportion to the duties upon the coarser counts. Amendment No. 1 is designed to remedy this in part. Amendment No. 2 in the same section corrects an obvious error and makes the section in accord and harmony with previous sections.

Amendment No. 3 is rendered necessary by the adoption of amendment No. 1, and merely brings the rate of duty on those counts into harmony with the duties imposed on the lesser counts.

Amendment No. 4 is designed to protect the manufacturers of cotton goods from a deliberate evasion of duties made possible by a ruling of the Treasury Department. This amendment is of special importance.

Under the provision providing for a duty of 40 per cent upon importations of cotton handkerchiefs, ordinary cotton cloth in the piece has been stamped into squares with a fugitive color easily and cheaply erased by washing or bleaching, and imported not as cotton cloth, but as handkerchiefs, thus evading the specific duty imposed upon cotton goods.

Amendment No. 4 further designs to impose a fair rate of duty upon a new manufacture of cotton goods which can readily be made in this country, the principal item of the cost of which is the labor, and which being a new manufacture is not provided for in the existing bill.

The value of the plain cotton fabric is very largely increased, often more than doubled, by the pattern embroidered or woven upon it, and the rate of duty should therefore be made to correspond with its increased value.

It will give me satisfaction to furnish any additional facts, figures, arguments, or statistics, your committee may desire.

Very respectfully, yours,

S. B. CHASE,  
*Fall River, Mass.*

### NEW CLASSIFICATION SUGGESTED.

ADAMS, MASS., *December 26, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

I make a few suggestions as to cotton cloth schedules. The Wilson bill is correct up to 100 threads to the square inch, but on goods over 100 threads but not exceeding 150 threads per square inch there should be an advance of one-half cent per square yard. On goods over 150 threads and not exceeding 200 threads per square inch there should be an advance of three-quarters of a cent per square yard, and on goods over 200 but not exceeding 250 threads per square inch there should be an advance of 1 cent per square yard, with the ad valorem duties in same proportions. Would suggest classification exceeding 250 threads to square inch with proportionate increase in duties as above. Wish ad valorem duties could be dispensed with and everything made specific.

Many goods are now being made 250 threads and over to the square inch of very fine yarns. Seventy per cent of the cost of our goods is in labor, and goods are now being imported in large quantities, at one-half cent per yard less than it costs us to make them. The bill, when accepted, will probably remain in force many years, and your committee are, of course, aware that competition is sure to come from India, Japan, China, and Russia within a few years.

W. B. PLUNKETT.



## CORSETS.

(Paragraph 258.)

## FAIRLY PROTECTED UNDER PRESENT TARIFF.

NEW YORK, *December 29, 1896.*

## COMMITTEE ON WAYS AND MEANS:

The undersigned, corset manufacturers, respectfully submit the following statement relative to the tariff on corsets and corset materials:

The tariffs of 1890 and 1894 include corsets under the general heading of Clothing, instead of giving them a separate classification, as had been done in previous tariffs. We would recommend that the present classification be continued, as there is no important reason for a separate classification.

The importations of corsets for 1890, the last full year in which they were reported under a separate classification, was \$968,129. The present importation is not given separately in the published reports, but it is believed to be somewhat smaller. Nearly all the corsets imported are of the finer grades, selling in the market at \$12 per dozen and above. These corsets are mostly made from either satteen or coutil, and pay a duty of 40 per cent. A few are made from Italian cloth (wool), and pay a duty of 50 per cent. The duty on the satteen and coutil is 35 per cent. In order to compete with foreign corsets the American manufacturer must import the satteen and coutil from which this grade of corsets is made. This is particularly true of coutil, which is manufactured from bleached yarns, as no cloth similar to this is made in this country.

Nearly all American corsets are trimmed with lace, all of which is imported, paying a duty of 50 per cent.

The corset industry is fairly protected under the present tariff, and we do not ask any increase in the rates on corsets, provided the rates remain as at present on cloths and lace. If, however, the rates on materials are advanced (which we trust will not be the case), we ask for a corresponding increase in the duties on corsets. The duty on lace is already 10 per cent higher than the duty on the garments on which it is chiefly used. We should be glad to see this duty lowered, but in no case should it be made higher, as it becomes a discriminating duty, not only against corsets, but against every species of wearing apparel on which it is used.

The Warner Brothers Co., 359 Broadway, N. Y.; Langdon, Batcheller & Co., 345 Broadway, N. Y.; Strouse, Adler & Co., 412 Broadway; Weingarten Bros., 62 Walker street, N. Y.; ——— & Co., 88 Leonard street, N. Y.; Chicago Corset Co., 402 Broadway, N. Y.; Princess of Wales Co., 568-74 Broadway, N. Y.; Heilner, Hertzog & Co., 406 Broadway, N. Y.; Roth & Goldschmidt; Jackson Corset Co., of Jackson, Mich.

## PRUDENT MANUFACTURERS HAVE PROSPERED.

NEW YORK, *December 28, 1896.*

## COMMITTEE ON WAYS AND MEANS:

The entire importations of corsets to the United States for the last five years has not averaged \$350,000 a year. The manufacture in the



United States and improvement of it has so vastly increased that the importation of only a few finer articles does not come into account at all. Even should the duty be reduced to-day to 20 per cent, it would scarcely increase the importation. Skilled labor in that particular branch in France and Belgium is as well paid as here. The proportion of home production to foreign importation is about 100 to 1. All the manufacturers that have managed their businesses prudently have been very prosperous.

Under the McKinley bill corsets made of wool paid an ad valorem and a specific duty on weight. Since the steel and bone free list, linings weigh a great deal more than the woolen material employed. The duty imposed is not justifiable, especially since the quantity imported is so insignificant that it would not pay for the extra labor of examination.

JOSEPH BECKEL & Co.,  
*Domestic Manufacturers and Importers.*

## HANDKERCHIEFS AND MUFFLERS.

[Paragraph 258.]

### SHOULD BE ENUMERATED IN A SEPARATE PARAGRAPH.

NEW YORK, *December 28, 1896*

#### COMMITTEE ON WAYS AND MEANS:

I beg to call your attention to the very large number of protests and suits under the McKinley and Wilson tariffs on the article of handkerchiefs. This was caused principally by classifying handkerchiefs among other goods not appropriate to them. In commerce there are many descriptions of handkerchiefs, viz, handkerchiefs and mufflers hemmed, hemstitched, imitation hemstitched, revered, embroidered, fancy open work, embroidered initial, lace edges or inserting, either white, colored or printed, in the piece or separate. All of the above are made of cotton, linen, or silk, or mixed. In addition, there are mufflers made of wool, in whole or in part—that is, wool mixed with linen, cotton, or silk.

Permit me to remark that contention would be avoided by making a subdivision in the schedules, in which handkerchiefs and mufflers only would be included. I refer, for illustration, to Schedules I, J, L, K, of the Wilson tariff, and respectfully suggest amendments to read as follows:

“Handkerchiefs and mufflers in the piece or separate, and made of vegetable fiber wholly, 40 per cent; handkerchiefs and mufflers in the piece or separate and made of animal fiber wholly or partly, 60 per cent; handkerchiefs and mufflers of which the chief value is lace, 60 per cent.”

This would include all descriptions of handkerchiefs and mufflers, and the rates of duty that I have named are on the equitable balance line—that is, they give ample protection to home manufacture, and will at the same time produce the largest revenue to the Government.

A specific duty where weight or the number of threads to the square inch would be the measure of dutiable value would not be appropriate for handkerchiefs or mufflers, because there is always a variation in count, even in a single handkerchief or muffler, and this would cause daily contention between importers and the Government.

J. FRANKLIN CAMERON.



**M'KINLEY RATES ASKED.**NEW YORK, *December 26, 1896.***COMMITTEE ON WAYS AND MEANS:**

We are large manufacturers of cotton handkerchiefs, employing thousands of hands in both of our factories—one at South River, N. J., and one at Lebanon, Pa. We would ask you to please place handkerchiefs in Schedule I, cotton manufactures, paragraph 258, at 50 per cent, as they were in the McKinley bill, and oblige.

HERRMANN, AUKAM &amp; Co.

**SPECIFIC DUTY SUGGESTED.**NEW YORK, *January 2, 1897.***COMMITTEE ON WAYS AND MEANS:**

As manufacturers of cotton handkerchiefs, representing an industry the proper development of which has been greatly hampered by various causes hereinafter mentioned, we beg to submit this paper for your favorable consideration. It must be conceded by all candid authorities on this subject that the present ad valorem duty of 40 per cent is wholly inadequate for the proper protection and preservation of this industry. The manufacturers of cotton cloth who supply handkerchief manufacturers with their raw material are protected under the present tariff law on many grades of cotton cloth by a specific duty equivalent to from 75 to 100 per cent ad valorem. It therefore follows that if the present duty on cotton cloth is essential, this fabric being the component material of chief value in cotton handkerchiefs, the latter should receive about the same measure of protection as cotton cloth.

The present ad valorem system permits of undervaluation, and we therefore suggest a specific duty of 25 cents per dozen on all cotton handkerchiefs. While this would no doubt reduce importation, it would, in our opinion, result in the collection of a larger revenue, would enable handkerchief manufacturers to increase their output, and thus employ many more persons at fair wages, and would give permanency to an industry which has suffered greatly from the present tariff.

PHILLIPS &amp; MEYER.

**COTTON VELVETS.**

(Paragraph 259.)

**THE ADVANTAGES OF SPECIFIC DUTIES OVER AD VALOREM.**MANCHESTER, ENGLAND, *December 19, 1896.***COMMITTEE ON WAYS AND MEANS:**

I venture to address you to show the advantage of a specific instead of an ad valorem duty on cotton velvets, etc.; they come under Schedule I, paragraph 259, in the existing tariff.

I am senior partner in the firm of J. Hallworth & Son, velveteen manufacturers at Manchester, England; my firm's production has a large sale in the United States, our business in the United States being exclusively the actual sale to importers of goods at prices per yard in Manchester, and on all business so conducted by us or other firms the full duty to which the goods are liable has to be paid by the importers, and if the entire business was one of actual purchase of goods by importers an ad valorem duty would not work unfairly. The experience gained in the conduct of our business has led me to the conclusion that a great many invoices of cotton velvets sent to the United States do



not represent actual sales and purchases, the goods being really consigned for sale on account of the manufacturers and nominally invoiced only, and below their actual value, so as to evade the full duty. I am aware that appraisers are appointed to examine all goods so as to check any systematic undervaluation, but I beg to point out that it is exceedingly difficult even for an expert to tell the exact value of cotton velvet except in the lower qualities, and an ordinary appraiser would find it not only difficult but impossible.

What I have mentioned describes a real state of things, and you will at once see that to assess the duty ad valorem on such invoice prices results in a loss of revenue to the United States Government and presses very unfairly on honest importers, and it is on these grounds solely that I advocate a specific in place of an ad valorem duty in any rearrangement of the tariff.

A strong objection to specific duties is that they mean in practice the imposition of a higher rate of duty on the lower qualities than on the better qualities. This was especially so under the McKinley tariff, which imposed a square-yard duty on this class of goods, but I venture to submit that if the duty was regulated solely or partly by the weight of the goods, the difference betwixt the percentage of duty on the various qualities, though pressing somewhat more heavily on the lower qualities, would be more nearly proportionate than was the case under a square-yard duty.

I append some calculations which will show the effect of a tariff arranged on the basis of duties being assessed on the weight of the goods and also partly on the weight with an ad valorem duty as well.

I may mention that the French tariff assesses the duty payable on this class of goods solely on the weight of the goods, as follows:

Velveteens, corduroys, and moleskins containing in the warp less than 26 threads in one centimeter:

Gray, 116 francs; dyed or printed, 165 francs per 100 kilos.

Velveteens, corduroys, and moleskins containing in the warp more than 26 threads in one centimeter:

Gray, 190 francs; dyed or printed, 370 francs per 100 kilos.

The German, Austrian, Russian, and Italian tariffs all assess the duty on cotton velvets by the weight.

Dyed cotton velvets, etc., under the present tariff pay a duty of  $47\frac{1}{2}$  per cent ad valorem.

The bulk of the dyed cotton velvets exported to the United States market is from 6d. to 10d. per yard for 22 inches, and for wider or narrower goods in proportion. I append calculations for 4 sorts beginning at  $5\frac{3}{4}$ d. per yard and up to  $13\frac{1}{2}$ d. per yard:

No. 1, 22 inches wide, 37 yards long, at  $5\frac{3}{4}$ d. per yard =  $17/8\frac{3}{4}$  = \$4.30; weight, 6 to  $6\frac{1}{2}$  pounds.

No. 2, 22 inches wide, 37 yards long, at  $7\frac{3}{4}$ d. per yard =  $23/10\frac{3}{4}$  = \$5.80; weight,  $7\frac{1}{2}$  to 8 pounds.

No. 3, 22 inches wide, 37 yards long, at 10d. per yard =  $30/10$  = \$7.49; weight, 9 to  $9\frac{1}{2}$  pounds.

No. 4, 22 inches wide, 37 yards long, at  $13\frac{1}{2}$ d. per yard =  $41/7\frac{1}{2}$  = \$10.11; weight,  $10\frac{1}{2}$  to 11 pounds.

Dyed velvets, etc., containing in one inch of the warp over 64 threads. (This would include all cotton velvets and fine corduroys).

Calculation showing the effect of a duty solely by the weight, at 37 cents per pound:

No. 1, say,  $6\frac{1}{2}$  pounds, at 37 cents per pound = \$2.31, or about 54 per cent on \$4.30.

No. 2, say,  $7\frac{3}{4}$  pounds, at 37 cents per pound = \$2.87, or about 49 $\frac{1}{2}$  per cent on \$5.80.

No. 3, say,  $9\frac{1}{4}$  pounds, at 37 cents per pound = \$3.42, or about 46 per cent on \$7.49.

No. 4, say,  $10\frac{3}{4}$  pounds, at 37 cents per pound = \$3.98, or about 40 per cent on \$10.11.



Calculation showing the effect of a duty of 20 per cent ad valorem and 22½ cents per pound:

No. 1, 6¼ pounds, at 22½ cents per pound = \$1.40 = 32 per cent on \$4.30 + 20 per cent = 52 per cent.

No. 2, 7¾ pounds, at 22½ cents per pound = \$1.74 = 30 per cent on \$5.80 + 20 per cent = 50 per cent.

No. 3, 9¼ pounds, at 22½ cents per pound = \$2.08 = 27¾ per cent on \$7.49 + 20 per cent = 47¾ per cent.

No. 4, 10¾ pounds, at 22½ cents per pound = \$2.42 = 24 per cent on \$10.11 + 20 per cent = 44 per cent.

Gray cotton velvets, etc., under the present tariff pay a duty of 40 per cent ad valorem.

The bulk of the gray cotton velvets exported to the United States are the lower priced goods and are dyed in the United States—say, costing from 4d. to 7d. per yard. I append calculation for 3 sorts. The value and weight of wider or narrower goods would be in proportion.

No. 5, 20½ inches wide, 144 yards long, at 4d. per yard = 48s. = \$11.66; weight, 25 to 26 pounds.

No. 6, 20½ inches wide, 144 yards long, at 6d. per yard = 72s. = \$17.49; weight, 33 to 34 pounds.

No. 7, 22 inches wide, 110 yards long, at 7½d. per yard = 68s. 9d = \$16.70; weight, 27 to 28 pounds.

Gray velvets, etc., containing in 1 inch of the warp over 64 threads. (This would include all cotton velvets and fine corduroys.)

Calculations showing the effect of a duty solely by weight at 23 cents per pound:

No. 5, say 25½ pounds, at 23 cents per pound = \$5.86, or about 50 per cent on \$11.60.

No. 6, say 33½ pounds, at 23 cents per pound = \$7.70, or about 44 per cent on \$17.49.

No. 7, say 27½ pounds, at 23 cents per pound = \$6.32, or about 38 per cent on \$16.70.

Calculation showing the effect of a duty of 20 per cent ad valorem and 11 cents per pound:

No. 5, 25½ pounds, at 11 cents per pound = \$2.80, or about 24 per cent on \$11.66 + 20 per cent = 44 per cent.

No. 6, 33½ pounds, at 11 cents per pound = \$3.68, or about 21 per cent on \$17.49 + 20 per cent = 41 per cent.

No. 7, 27½ pounds, at 11 cents per pound = \$3.02, or about 18 per cent on \$16.70 + 20 per cent = 38 per cent.

A few coarse corduroys and velveteens are sent to the United States, and these now pay the same ad valorem duty as the finer goods, viz, 40 per cent in the gray and 47½ per cent dyed or printed. Under a specific duty, or partly specific and partly ad valorem, these would have to be classified separately from the finer goods, or the duty payable upon them would be disproportionate. The two classes of fabric are totally distinct, and, in my opinion, the French system of discriminating them by the number of threads in a specific space in the warp is a reasonable one.

I have only had little experience in the production of this coarser form of pile fabric, but from what knowledge I have I believe the following basis would be about equivalent to the ad valorem duties now payable.

Gray velveteens, corduroys, etc., containing in 1 inch of the warp 64 threads or less:

Entirely specific by weight, 14 cents per pound.

Partly specific and partly ad valorem, 7 cents per pound and 20 per cent ad valorem.

Dyed and printed velveteens, corduroys, etc., containing in 1 inch of the warp 64 threads or less:

Entirely specific by weight, 22½ cents per pound.

Partly specific and partly ad valorem, 13 cents per pound and 20 per cent ad valorem.



The adoption of the principles I have suggested would compel all importers to pay the same amount of duty, and would greatly reduce the frauds to which the revenue is now subject.

I am, yours, most respectfully,

I. HALLWORTH.

## VELVETEEN SKIRT BINDINGS.

(Paragraph 259.)

### AN INDUSTRY PROHIBITED BY A FREAK OF THE LAW.

NEW YORK, *December 29, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

As a manufacturer of bias velveteen skirt binding, I protest against the present ridiculously low figure of duty on this article, the manufacture of which, instead of being protected to us here, is virtually granted to England. Many millions of dollars of bindings each year are made in Manchester, England, for this market, where more than a dozen large manufactories are kept busy on these goods.

Velveteens, or cotton velvets, are listed at  $47\frac{1}{2}$  per cent ad valorem. Bias velveteen binding is cut and made from these goods. The figure the binding is allowed to come in at is 35 per cent. If there is any one article which should be helped by additional duties it is this.

That I can not represent in my plea a number of manufacturers here is only because they do not exist, the industry being prohibited by the present freak of the law.

M. ISAACS.

## PILE FABRICS.

(Paragraph 259.)

### A FLOOD OF FOREIGN IMPORTATIONS.

NEW YORK, *January 7, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Under the McKinley bill the following schedule was in force: "Cotton pile fabrics, unbleached, dyed, colored, stained, painted, or printed, 10 cents per square yard and 20 per cent ad valorem, on all such goods; if bleached, 12 cents per square yard and 20 per cent ad valorem. If dyed, colored, stained, painted, or printed, 14 cents per square yard and 20 per cent ad valorem, with the restriction that no article that is enumerated should pay less rate of duty than 40 per cent ad valorem.

Under the Wilson bill, all such fabrics unbleached, dyed, colored, etc., 40 per cent ad valorem, and all such goods, if bleached, dyed, colored, etc.,  $47\frac{1}{2}$  per cent ad valorem.

The effect of the removal of the specific duty per square yard on these fabrics has been to allow the importation into this country from English, German, Belgian, and French markets of a vast amount of fabrics of the lower grades ranging from  $6\frac{1}{2}$ d. to 9d. a yard, all goods 27 inches wide. The ad valorem duty on goods of this description is much less than the former specific duty alone. The cost to the consumer has not been lessened to any appreciable extent, but the current rate of duty as compared to the rate formerly in force has diverted the production of such fabrics into the hands of foreign manufacturers to the detriment of American manufacturers, heretofore and now engaged in producing



such fabrics. Under the McKinley bill the specific duty enabled American manufacturers to compete on something like equal terms with foreign makers, but under the Wilson bill, trade in these fabrics has been diverted to the foreign accounts. We, as American manufacturers, pay considerably higher wages than prevail in the foreign factories producing this class of goods.

Under the schedule now in effect we have been obliged to observe with regret and dismay a business which was assuming satisfactory proportions, and was a rapidly growing industry, crippled and hindered by foreign competition made effective and augmented by the Wilson bill. We favor and desire the restoration of the schedule of 1890 as the most equitable and desirable tariff on such fabrics, and as one calculated to stimulate a growing industry. We therefore pray the committee's favorable consideration of such restoration of duty.

JOHN F. MEADER,  
*Agent Centerville Manufacturing Company.*

## CORDUROYS.

[Paragraph 259.]

### THE AMERICAN PRODUCER BEING DRIVEN FROM THE MARKET.

WASHINGTON, *January 7, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Representing the woolen manufacturers of the Middle West, I earnestly ask your consideration to the importation of English corduroys which are driving the American producer from this market. This arises from a conflict of schedules, or the placing of English corduroys in paragraph 259 of the present law with plushes, etc., which are used for upholstery, whereas corduroys are used for men's wearing apparel. The present law, paragraph 259, reads as follows:

Plushes, velvets, velveteens, corduroys, and all pile fabrics composed of cotton or other vegetable fiber, not bleached, dyed, colored, stained, painted or printed, forty per centum ad valorem; on all such goods if bleached, dyed, colored, stained, painted, or printed forty-seven and one-half per centum ad valorem.

The same classification was made under the McKinley law, paragraph 350, which was as follows:

Plushes, velvets, velveteens, corduroys, and all pile fabrics composed of cotton or other vegetable fiber, not bleached, dyed, colored, stained, painted, or printed, ten cents per square yard and twenty per centum ad valorem; on all such goods if bleached, twelve cents per square yard and twenty per centum ad valorem; if dyed, colored, stained, painted or printed, fourteen cents per square yard and twenty per centum ad valorem; but none of the foregoing articles in this paragraph shall pay a less rate of duty than forty per centum ad valorem.

Every manufacturer joins me in asking that in the new tariff law you will incorporate a separate section for corduroys, which shall read as follows:

Corduroys composed of cotton or other vegetable fiber, not bleached, dyed, colored, stained, painted, or printed, sixteen cents per square yard and twenty-five per centum ad valorem; on all such goods if bleached, eighteen cents per square yard and forty per centum ad valorem; if dyed, colored, stained, painted, or printed, twenty cents per square yard and fifty per cent ad valorem.

We ask this for the following reasons:

First. I beg to call your attention to the alarming increase in importations, and only refer to the completely finished article imported under the following phraseology: "Corduroys, bleached, dyed, colored,



stained, painted, or printed." The following table shows the importations in quantity, value, and duty paid, for the years 1891 to 1896, inclusive:

## IMPORTATIONS OF ENGLISH CORDUROYS.

| Year.      | Quantity.       | Value.        | Duty.         |
|------------|-----------------|---------------|---------------|
|            | <i>Yards.</i>   |               |               |
| 1891 ..... | 107, 730. 50    | \$38, 015. 00 | \$22, 685. 27 |
| 1892 ..... | 528, 292        | 183, 431. 52  | 110, 547. 18  |
| 1893 ..... | 1, 150, 681. 37 | 397, 530. 41  | 240, 601. 47  |
| 1894 ..... | 464, 443. 83    | 171, 203. 75  | 99, 262. 89   |
| 1895 ..... | 1, 472, 561     | 481, 240. 49  | 232, 878. 52  |
| 1896 ..... | 1, 676, 587. 72 | 554, 300. 00  | 263, 292. 59  |

You will appreciate that the corduroys imported are made exclusively of cotton, and come into direct competition with our wool products on account of fineness of finish, and this is attained on account of the phenomenally cheap labor employed in England, which it is impossible for us to duplicate in the United States.

Referring to previous legislation, it is manifest that there was a misapprehension regarding the use of English corduroys, they being placed in a section with plushes, etc., used for upholstery. Corduroys are used for men's wearing apparel, and for this reason should be treated as wearing apparel. For this reason I ask, as above, a separate section placing duties upon this product.

Even under the present law, with free wool to the manufacturer, we have lost the American market on account of the importation of English corduroys. With the restoration of the duty upon wool we will not be able to manufacture a yard of cloth which comes into competition with the English corduroy.

Four years ago we had 29 mills west of the Allegheny Mountains, operating 3,750 looms, engaged in the manufacture of jeans exclusively. To-day we have in the same territory 13 factories, operating 1,650 looms. Thus you will notice a reduction of more than one-half of the looms in operation, and in addition to that I would say that during the last twelve months these 1,650 looms have been running not more than half time.

The English corduroys, more than all other classes of goods, have been instrumental in driving us from the American markets.

B. A. JAMES,

*For the woolen mills west of the Allegheny Mountains.*

## UNDERVALUATIONS OF FORTY PER CENTUM.

LOUISVILLE, KY., *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We would call your attention to the fact that the corduroys imported during the years 1895 and 1896 came in under the Wilson bill, and were brought in at an undervaluation of about 40 per cent, as nearly as we can learn. While we have no means of getting at the actual undervaluation, our impression is—and the best information we can get leads us to believe—it was very great. Adding this undervaluation to the value of the goods brought in during 1895 and 1896, you can see how enormously the importations have increased in quantity and value, and consequently how very seriously our industry must have been affected.

Corduroys have been classified in all past tariff bills, together with plushes, velveteens, and similar fabrics, used almost exclusively by



upholsterers, while in actual commercial usages, corduroys are used almost altogether for wearing apparel. Therefore, corduroys should be placed in a separate schedule, and the duty be made ample to prevent their coming in competition with goods made in America for wearing apparel.

Taking into consideration the commercial position corduroys fill in the markets, the duty asked for in the recommendation of B. A. James is not sufficient to entirely overcome the competition derived from them. Corduroys are made wholly from cotton, and by cheap foreign labor, but on account of their peculiar finish and slightly appearance, are in commercial practice, direct competitors of American-made woolen goods. We thought best, however, to ask for a moderate duty only, and one to which no one, who understands the commercial position of corduroys, could object.

HENRY W. BARRET & Co.

## COTTON AND SILK LABELS.

(Paragraph 260.)

### IMPORTANT INDUSTRY TRANSFERRED TO FOREIGN COUNTRIES.

NEW YORK, *December 28, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We, the undersigned manufacturers of silk and cotton labels of the United States, respectfully petition your honorable body when preparing a new tariff bill to make such provision for our line of manufactures as will again establish the industry in this country, and in support of the request beg leave to submit as follows:

The label industry was formerly conducted with profit to employer and employed alike, but the results of the past three years have witnessed the transfer of this industry to foreign countries where cheap labor abounds, and the present conditions of the trade are that about 80 per centum or more of the labels used in this country are imported.

The first disastrous effect to our trade was felt soon after a decision by the Board of United States General Appraisers, a copy of which, marked Exhibit A, is herewith inclosed, wherein it is seen that the changed classification caused the lowest possible rate of duty to apply, the rate being now 35 per cent ad valorem on cotton and 45 per cent on silk goods.

Soon after these changed conditions it was discovered, even at the low rate of duty, importers were extensively undervaluing their invoices, as is seen in Department Circular No. 128 of July 30, 1896, copy marked Exhibit B, where advances of 33 per cent were made and sustained on appeal before the United States General Appraisers. The effect of such undervaluation and changed classification has rendered competition with foreign products out of the question, and we have despaired of trying against such odds. Furthermore, we beg to state the quality of cotton yarn we use in the manufacture of labels is of the grade which carries the highest rate of duty—of 45 per cent. It is not manufactured in this country, and thus you have at present the raw material coming in at 45 per cent and the manufactured article at 35 per cent.

In our opinion, a compound duty on cotton labels of 60 cents per pound and 40 per cent ad valorem would about restore the conditions existing four years ago, when the rate was 60 per cent ad valorem. And on silk goods we beg to suggest a restoration of the rates of the act of 1890, which was also 60 per cent ad valorem.



We feel, in asking for the above rates of duty, that we do the importers nor the Government no injustice; that the former will, as formerly, be able to import and the Government to derive more revenue by reason of increased duties.

AMERICAN SILK LABEL MANUFACTURING Co.,  
 GEORGE HEY.  
 NEW YORK WOVEN LABEL Co.,  
 J. WARDROP.  
 PATERSON LABEL Co.,  
 JOHN BEST, *Prop.*

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EXHIBIT A.

(14623—G. A. 2381.)

SHIRT LABELS NOT EMBROIDERIES.

Before the United States General Appraisers at New York, December 21, 1893.

[In the matter of the protest, 26503 a-12041, of German Artistic Weaving Co., against the decision of the collector of customs at New York as to the rate and amount of duties chargeable on certain cotton labels imported per *Pennland*, March 28, 1892. Opinion by Sharretts, General Appraiser.]

The goods in question are described in the invoice as shirt labels. These articles are composed of cotton, and vary in width from  $\frac{1}{2}$  inch to 2 inches. By means of colored cotton threads woven in the fabric certain words, letters, and trade-marks were produced on a white foundation. The collector classified the goods as manufactures of cotton embroidered, and assessed duty thereon at 60 per cent ad valorem, under paragraph 373. We find the same are manufactures of cotton not commercially known as trimmings nor as embroideries, and are not embroidered by hand or machinery. The claim of the appellants that the merchandise is dutiable at 40 per cent ad valorem, under paragraph 355, in our opinion is well founded.

The protest is sustained and the collector's decision is reversed.

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EXHIBIT B.

(From Department Circular, No. 128, July 30, 1896.)

Art. 46, woven initials, entered at .25, advanced to .26 mark per gross.  
 Art. 80, woven initials, entered at .12, advanced to .16 mark per gross.  
 Art. 10, woven initials, entered at .14, advanced to .17 $\frac{1}{2}$  mark per gross.  
 Art. 14, woven initials, entered at .12, advanced to .16 mark per gross.  
 Add inland carriage, packing, etc.

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PRESENT RATES AFFORD AMPLE PROTECTION.

NEW YORK, *December 26, 1896.*

COMMITTEE ON WAYS AND MEANS:

We respectfully beg to submit a brief statement to the committee touching the proposed tariff legislation. Being engaged in the importation of silk woven labels (Schedule L) and cotton woven labels (Schedule I), set for a hearing on the 29th of December, we beg to enter our protest against any proposed increase of duty on these articles. We are now obliged to pay a duty of 45 per cent ad valorem on our silk goods and 35 per cent ad valorem on our cotton goods. An increase of duty on either of these would make competition entirely out of the question. We are about to engage in the manufacture of woven labels in this country, as well as on the other side, and feel that domestic manufacturers are amply protected by the present rates, since they are now in a position to even undersell importers in this market.

INTERNATIONAL WEAVING Co.



## HOSIERY AND KNIT GOODS.

(Paragraphs 261 and 262.)

TUESDAY, *December 29, 1896.*

## STATEMENT OF MR. ROBERT PILLING, OF PHILADELPHIA.

Mr. PILLING said:

Mr. Chairman and gentlemen of the committee, I regret to say our schedule is not made up, but we are working on it; but we have so many interests to protect that we have not been able to get together at the present time, and I would like to ask the indulgence of the committee for two or three days more before presenting our schedules, which we will submit in writing, covering all the points we possibly can. We want a change; the law does not satisfy us now. It is a very important industry. It has averaged for the last ten years about \$6,000,000 per annum, I think. The cotton schedule I think probably is about \$20,000,000, and this little industry of stockings represents one-third of the article, including webbing, braid, etc., but we have not had time to get thoroughly together. If you will allow us two or three more days, we will be prepared for you. If you want to ask me any questions, I will be pleased to answer them.

The CHAIRMAN. What are the difficulties you find with the present hosiery schedule, which is purely ad valorem?

Mr. PILLING. In the first place it is not enough for our fashion goods, which is the bulk of the goods. For fashion goods coming from Germany 60 per cent is not enough, and in the next place undervaluations we know are being carried on, and which, under specific duty, I think, we may be protected against.

The CHAIRMAN. You will be able to submit your statement in writing within a few days?

Mr. PILLING. Within two or three days before going away from Washington.

The CHAIRMAN. That will be satisfactory.

Mr. PILLING. I would like to say in regard to underwear, we will submit that, too. On underwear we will probably not ask for any change. Now, I would like to say that paragraph 261 in the Wilson bill—we want to strike that out, as that belongs to a former day. It does not meet the conditions of to-day at all, as it is not imported, and that does not cover any point, and it is simply a loophole to bring in more expensive goods.

The CHAIRMAN. You say the importation of hosiery is mostly in the full-fashioned goods?

Mr. PILLING. Of full-fashioned goods made in Germany mostly.

The CHAIRMAN. And the seamless goods are not imported to a great extent?

Mr. PILLING. Not at present, but it is growing. That will be our next trouble. The seamless machines are already over there and they are putting on the market some goods.

The CHAIRMAN. This seamless machine is an American invention, and therefore an American industry originally, and now the machines are going abroad?

Mr. PILLING. They are not only going abroad, but the goods are now being made abroad, and that will be our next competition.



Mr. DALZELL. What did you say about striking out some section?

Mr. PILLING. Strike out paragraph 261, as that covers the old cut goods under the McKinley law.

Mr. McMILLIN. What do I understand you to say about paragraph 260, "stockings, hose, half hose, etc.," is that what you want to submit a new schedule on?

Mr. PILLING. There are two paragraphs there, one No. 261 and the other No. 262.

Mr. McMILLIN. Did you propose to recast both?

Mr. PILLING. We want to strike out 261 altogether.

Mr. McMILLIN. You want to strike out 261 and recast No. 262?

Mr. PILLING. Yes, sir.

Mr. McMILLIN. What I would like to have an explanation of briefly is, why you want clause No. 261 stricken out?

Mr. PILLING. This is a stocking made under paragraph 261, and the law was made to cover that stocking (exhibiting same). They were making 2,000 or 3,000 dozen a day. Now they are not making them or importing them. That paragraph was intended to cover this stocking, but it can not be sold now. That ought to be stricken out because there are no sales for that stocking now.

The CHAIRMAN. I notice of the importations for 1896 there were 5,181,000 dozen pairs imported, with an average valuation of \$1.08 per dozen. What is your judgment as to the true average valuation of the importations of hosiery, they seem to be imported at \$1.08?

Mr. PILLING. May I go back to the McKinley law? We came before the Ways and Means Committee and got what we asked for. We put the schedule down at 60 cents. The importers said they never could bring in fashion goods under 60 cents, yet in 1893 there were a million and a third dozen that came in at 59.

The CHAIRMAN. Finished or unfinished goods?

Mr. PILLING. Both kinds, but very largely finished goods at 59 cents, and one never heard of it before. There were about 3,500,000 dozen in 1893 that came in. The unit of value there was \$1.19 and a million and a third at 59 cents, and all the rest at \$1.19. Now, the last importation for 1896 comes in with a unit of value of \$1.08. That would give a wide range, as there is a wide range in hosiery.

Mr. McMILLIN. The rate on these things now is 80 per cent?

Mr. PILLING. Ad valorem.

Mr. McMILLIN. And on the shirts, drawers, etc., do you seek to recast that, that is 38 per cent?

Mr. PILLING. That we want to obliterate entirely. That is covered under the 50 per cent ad valorem.

The CHAIRMAN. Will you please state to this committee if most of this hosiery is not made in Germany?

Mr. PILLING. Yes, sir.

The CHAIRMAN. Will you please state to the committee if you know the labor conditions under which these goods are made in Germany as compared with this country?

Mr. PILLING. The labor condition there, as near as we can get at it, is that a mark there represents a dollar here. We have often made that statement and can verify it. A mark there represents a dollar here in wages. Besides that there is unfair competition—

The CHAIRMAN. Do you mean to say the wages are four times higher here than they are there?

Mr. PILLING. As one is to four. Besides that they have these small



machines spread all over the country, and can work night and day if they wish to, and they work for a mere pittance. That is the way a good deal of the hosiery is made over there, as I understand it. Now, there is one thing we want to do and that is to commence the making of fashioned goods in this country. For the last twenty years we have been struggling to get a foothold to make full-fashion goods, the only thing we import, and we are seeking for it to-day, and there are four or five small mills struggling along trying just to keep their heads out of water. We are all represented in this room, I think, but one. I tried the thing about seven years myself and lost money on every dozen. That was away back in 1883 and 1890 and I threw the machines out and I presume others did the same. We are taken care of pretty well on the lower class of goods, but when we get to the seamless we will have competition and will be wiped out. For twenty years we have been trying to establish these full-fashion goods in this country but have not succeeded. There are two or three of these small mills and they want to enlarge them, but they can never do it at the present rate of duty.

Mr. WHEELER. You stated under the McKinley bill you could not protect your manufacture?

Mr. PILLING. Under the McKinley bill we had the fence at 60 and they walked under it. The importers said that they could not buy the goods on the other side. Mr. Lowe, one of the principal importers in New York, made the statement. They said, "Buy the goods in New York and we will meet them," and they did, but how we do not know.

The CHAIRMAN. You will submit a statement in writing covering this ground?

Mr. PILLING. Yes, sir.

#### STATEMENT SUBSEQUENTLY SUBMITTED BY MR. PILLING.

WASHINGTON, D. C., *December 29, 1896.*

The proposed changes given below covering cotton hosiery are to take the place of paragraphs 261 and 262 in the Wilson bill, which are as follows:

Paragraph 261: Stockings, hose, and half hose, made on knitting machines or frames, composed of cotton or other vegetable fiber and not otherwise specially provided for in this act, thirty per centum ad valorem.

Paragraph 262: Stockings, hose, and half hose, selvaged, fashioned, narrowed, or shaped wholly or in part by knitting machines or frames, or knit by hand, including such as are commercially known as seamless or clocked stockings, hose, or half hose, and knitted shirts and drawers, all of the above composed of cotton or other vegetable fiber, finished or unfinished, fifty per centum ad valorem.

We respectfully submit, first, the abolishing of paragraph 261, for the reason that the amount imported and the duty collected are so insignificant as to be slight in importance either in producing revenue or affording protection to American manufacturers. It covers what is known as "cut hosiery," a class of goods formerly manufactured in this country very largely, but which are being displaced by seamless goods, and of which the importation for the year ending June 30, 1896, was in value \$18,495.38, and the duty collected \$5,548.62.

In place of paragraph 262 the following new paragraph:

Stockings, hose, and half hose made on knitting machines or frames, or knit by hand, finished or unfinished, composed of cotton or other vegetable fiber, valued at not more than \$1.50 per dozen pairs, 40 cents per dozen pairs, and in addition thereto 35 per centum ad valorem; valued at more than \$1.50 per dozen pairs, 50 cents per dozen pairs, and in addition thereto 40 per centum ad valorem.



It has been demonstrated that the duties under the Wilson bill have failed to give the necessary protection to the knit-goods industry of this country, and while it may appear to your committee that we are asking for large duties upon the low-priced goods, we would respectfully submit the statement that the labor differences which positively exist between Germany, our greatest competitor, and this country, applying equally to both low and high priced goods, will more than cover the duties asked for.

Mr. Monaghan, our consul in Germany, will verify the statement that the differences of labor employed in hosiery between that country and our own will amount to a large percentage. The leading items of manufacturing fashioned hosiery are as follows:

*Wages per week.*

|                     | Germany. | United States. |                 | Germany. | United States. |
|---------------------|----------|----------------|-----------------|----------|----------------|
| Winding .....       | \$2.00   | \$6.00         | Boarding .....  | 2.00     | 7.00           |
| Knitting legs ..... | 4.50     | 12.00          | Pressing .....  | 4.00     | 12.00          |
| Knitting feet ..... | 5.00     | 15.00          | Finishing ..... | 1.50     | 5.00           |
| Transferring .....  | 1.75     | 4.00           | Foremen .....   | 7.00     | 18.00          |
| Looping .....       | 2.00     | 7.00           |                 |          |                |
| Seaming .....       | 2.00     | 7.00           | Total .....     | 33.50    | 99.60          |
| Mending .....       | 1.75     | 6.00           |                 |          |                |

A difference, on the average, of nearly 300 per cent.

The purpose of the increase asked for in the duties is not to add to the tax upon the poor man or to create a monopoly, something never heard of in this industry, and with about 900 manufacturers simply impossible, but by fixing specific and ad valorem rates compel the importers to pay their legitimate duties, providing additional revenue for the Government, and enabling the hosiery manufacturers to give employment to their people.

It is a fact that a great many of the American hosiery mills are only partly employed. Consequently their hands are idle and great distress exists among them. It is also a fact that there has been a vast overproduction of the ordinary class of hosiery that sells for two pairs for 25 cents and 10 cents per pair. This overproduction can only be relieved by an additional protection sufficient to enable some of this large number of mills to make the better and finer goods that are now so largely imported.

This better and finer grade of goods can be made in this country, and will be in large quantities after the industry is once established by the very manufacturers that to-day are compelled to make the common grade of goods.

This congested condition is brought about by an insufficient rate of duty and by ad valorem duties which encourage undervaluation to an alarming extent.

What we ask is simply and only rates of duty that will protect us sufficiently to produce some of the better class of goods, but to do this we are compelled to ask chiefly for specific duties and high enough to protect us against the cheap German goods.

If the proposed increase in duty asked for be considered simply from a revenue standpoint, we would call your attention to the fact that, notwithstanding the reduction made in the rates of duty from the McKinley to the Wilson bill, the importations varied but slightly, while the revenue was largely reduced.



As an illustration we give the amounts imported under the McKinley bill for the year ending June 30, 1893, with duties collected and also under the Wilson bill for the year ending June 30, 1896, as follows:

|                      | Value.            | Duties.           |
|----------------------|-------------------|-------------------|
| 1893, McKinley ..... | \$5, 694, 642. 02 | \$3, 932, 389. 99 |
| 1896, Wilson .....   | 5, 605, 241. 48   | 2, 802, 620. 74   |
| Difference .....     | 89, 400. 54       | 1, 129, 769. 25   |

These figures show a difference in importations of less than \$90,000 between the two years and a loss in revenue to the Government of over \$1,000,000.

These two years are quoted because they are more nearly representative of the two systems, being far enough removed from the time of their original passage to prevent their being affected by the increasing or decreasing of the importations because of anticipated change in rates.

An examination of other years since the Wilson bill became law will show similar results.

ROBERT PILLING, *Chairman,*  
2150 E. Huntingdon street, Philadelphia, Pa.

#### STATEMENT OF MR. ROBERT W. COOPER, PRESIDENT OF THE BRITISH HOSIERY COMPANY, OLNEYVILLE, R. I.

Mr. COOPER said:

Mr. Chairman and gentlemen of the committee, we make exclusively selvedged full-fashioned goods, cotton and cashmere, and I have a memorandum here of the average cost of the goods we make. These stockings cost in Germany  $5\frac{1}{2}$  marks, equal to \$1.37. Our labor costs on them for the leg, foot, turning off, seaming, counting, and factory expenses 72 cents per dozen. The same labor in Germany is 24 cents per dozen, just exactly three times the cost with us as it is in Germany. The dyeing, finishing and folding, boxing, and warehouse expenses are 44 cents per dozen, and the same work in Germany is done for 19 cents per dozen, which makes our total cost \$1.16 in wages, whereas in Germany it is 43 cents. The cost of our yarn in this country is 45 cents, and in Germany it is 37 cents. The expense in selling where we sell for ourselves is 5 cents per dozen, and I put their expense at the same, which makes our cost \$1.66 and the German cost 85 cents per dozen, which shows clearly we require on that class of goods, to be equal with Germany, 81 cents per dozen.

The CHAIRMAN. And that is in labor?

Mr. COOPER. That is in labor; and for protection I would ask on behalf of our own firm a protection of 41 cents per dozen and 30 per cent, which is equal to 81 cents.

The CHAIRMAN. Combining a specific with an ad valorem duty?

Mr. COOPER. That should be the duty on all goods costing \$1.50 and under. That is as far as we are interested. There are others who make a better class of goods who require a higher protection. These machines on which these goods are made are very expensive, and the average cost is about \$3,000. We require a class of labor to work these machines who are not only expert knitters, but they must be experienced mechanics who can take care of such valuable property, and these men earn \$12 per week, while in Germany they earn 16 marks, which is \$4 a week.



We think the men who can work these machines are entitled to \$12 a week, as the cost of living is greater in this country, and the women who are occupied with that work of the seaming and other departments earn \$6 a week, while in Germany they only earn \$1.75 per week.

Mr. STEELE. Is it not just as easy to have the duty specific as to combine the specific with ad valorem?

Mr. COOPER. We require an ad valorem to protect the higher classes. When I say \$1.50 perhaps, we have to calculate for dollar goods or 95 cents, because where this duty—

Mr. STEELE. Could it not be done by different fences?

Mr. COOPER. In my opinion it is better to be one rate in order to protect us from undervaluation.

The CHAIRMAN. That is, you make it one line of fence and that is \$1.50, and then above \$1.50 another rate?

Mr. COOPER. Yes, sir.

The CHAIRMAN. You combine the ad valorem with the specific in order to avoid the rate being so high on the cheap goods?

Mr. COOPER. Yes, sir. The protection on the cheap goods with this at a dollar would give 70 per cent.

Mr. McMILLIN. What is the cheapest grade of goods you make?

Mr. COOPER. Well, the lowest goods we can produce is \$1.25 a dozen.

Mr. McMILLIN. You receive 50 cents a dozen and 30 per cent ad valorem?

Mr. COOPER. Forty cents per dozen and 30 per cent ad valorem.

Mr. McMILLIN. You are in favor, then, of an ad valorem system combined with a specific?

Mr. COOPER. Yes, sir.

Mr. McMILLIN. In order to get the higher rate of duty on the higher grades of goods?

Mr. COOPER. Yes, sir.

Mr. McMILLIN. But you devise no means by which you get a lower rate on goods which go down, say to \$1.25.

Mr. COOPER. Well, I take the average protection as about 70 per cent.

Mr. McMILLIN. Seventy cents on the dollar of manufactured goods?

Mr. COOPER. Yes.

Mr. McMILLIN. Do you think that will be prohibitory or merely a revenue duty?

Mr. COOPER. A revenue duty. It will not be prohibitory, because our cost comes to exactly the same with that protection as their cost.

The CHAIRMAN. That is, you equalize the conditions of the two countries?

Mr. COOPER. Yes, sir.

Mr. McMILLIN. How about the transportation which you have not to contend against?

Mr. COOPER. If you will allow me to follow that up. The total cost of the yarn and wages in this country is \$1.66, while in Germany it is 85 cents. The interest and depreciation of machinery is put at 20, and I put the same in Germany, giving them equal facilities. Manufacturer's profit I put at 10 per cent on \$1.86, which is 19 cents, and I put 19 cents for them. Trade discount to customers I put at 6 per cent on \$2.18, which is 13 cents, and I put the same for each.

Mr. McMILLIN. You estimate all of these as the elements of cost of your goods?

Mr. COOPER. Yes. The total cost of this article makes \$2.18 in both countries, with the 81 cents duty added to the German cost.



Mr. EVANS. Do you not think the difference in these various items would make up the cost of transportation to this country?

Mr. COOPER. Yes, sir; that is what I calculate.

Mr. McMILLIN. What do I understand you to include in the labor cost in the beginning of your statement? I am not sure I got that statement accurately.

Mr. COOPER. I take the cost of the stocking from the beginning up to the time it goes out of the house.

Mr. McMILLIN. You get your raw material free—free wool?

Mr. COOPER. I am talking of cotton now. The yarn which we buy for that stocking costs us 45 cents, while in Germany it costs 37 cents. I have given that before, and the labor on the stocking from the beginning to its finished condition—

Mr. McMILLIN. Now, let us see what items of labor are included in that; that is the point I want to get at.

Mr. COOPER. Making the leg, the feet, turning off, seaming, counting, and factory expenses—

Mr. McMILLIN. That is what I want to find out. What are the factory expenses?

Mr. COOPER. Running the engines and machines, repairs, and general expenses, such as oils, supplies, etc.

Mr. McMILLIN. You include all that as labor?

Mr. COOPER. As the actual cost of labor; yes, sir.

Mr. McMILLIN. That is what I was trying to get at.

Mr. COOPER. Yes, sir; I have not made an item of general trade expenses, but I put it in that form. Up to that point our goods cost 72 cents, while the same goods in Germany cost 34 cents. Then the finishing costs 44 cents, whereas theirs costs but 19 cents. The dyeing, trimming, folding, and boxing, etc., costs 44 cents a dozen here, and the cost of the same in Germany is 19 cents a dozen.

Mr. McMILLIN. Does that include the cost of the dyes?

Mr. COOPER. Yes, sir.

Mr. McMILLIN. You include that as labor?

Mr. COOPER. Yes, sir; that is a very small item.

Mr. McMILLIN. I was only wanting to see what you included as labor.

Mr. PAYNE. You sell your product principally in New York City, do you not?

Mr. COOPER. Yes, sir; New York, Chicago, Boston, and Philadelphia.

Mr. PAYNE. And the Germans sell their product principally in New York City?

Mr. COOPER. Yes.

Mr. PAYNE. Do you know whether or not your freight is less from your place to New York than their freight is from Germany to New York?

Mr. COOPER. Oh, yes; it is less.

Mr. PAYNE. How much less?

Mr. COOPER. The freight is very small, so small that you can scarcely get a percentage. Our freight is possibly a dollar a hundred dozen, and their freight might probably be \$2 per hundred dozen.

Mr. PAYNE. You are speaking now not from actual knowledge, I suppose?

Mr. COOPER. Not about their freight—no.

Mr. PAYNE. Do you know their goods are actually delivered from



Germany to Chicago and St. Louis cheaper in freight than from New York in many instances?

Mr. COOPER. No; I did not know that.

Mr. PAYNE. I am told that is the fact.

Mr. WHEELER. Is it not true the manufacturer of Germany is about as far removed from the seaboard as you are from New York?

Mr. COOPER. Yes; they are fully that far.

Mr. WHEELER. Then this estimate of freight would be from the seaboard?

Mr. COOPER. Yes, I presume they pay freight to the seaboard. There are very few importations of these goods at less than a dollar a dozen. The seamless goods in this country have taken the place of that class of goods.

Mr. RUSSELL. When did you establish your industry here?

Mr. COOPER. Twelve years ago.

Mr. RUSSELL. You brought your plant from England, so to speak?

Mr. COOPER. Yes, sir; machines and skilled workmen.

Mr. RUSSELL. Have you been running for the last two years much?

Mr. COOPER. Yes, sir; we have been running.

Mr. RUSSELL. Steadily?

Mr. COOPER. Not steadily for the last six months, but we have been running without a profit I will say from the beginning. We have been trying to get this industry established, and in the twelve years we have been here we have not paid any dividends. It has been a hard struggle. We were just getting on our feet under the McKinley bill, but the Wilson bill would have destroyed us unless we had a good backing in our stockholders.

TUESDAY, *December 29, 1896.*

#### STATEMENT OF MR. JAMES TALCOTT, REPRESENTING THE AMERICAN HOSIERY COMPANY, OF NEW BRITAIN, CONN.

Mr. TALCOTT said:

Mr. Chairman and gentlemen of the committee, I represent the American Hosiery Company, of New Britain, Conn., large manufacturers of full-fashioned hosiery and underwear. The industry has been very much crippled under the present law. It is an industry that could be developed either as a revenue matter for the Government to bring in a great deal of revenue or else manufacture the goods here and employ a large amount of labor for the benefit of the manufacturer and laborer. At present it is for the benefit of foreign countries. The goods are worn almost exclusively by the well-to-do or wealthy classes. As an economical measure without regard to party it is one which should be developed in this country, either as a revenue measure, as I said, or for the benefit of the manufacturer and laborer.

STATEMENT SUBMITTED BY MR. TALCOTT.

NEW YORK, *December 28, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

The American Hosiery Company of New Britain, Conn., the largest manufacturers of full-fashioned hosiery and knit underwear in the country, and having the latest improved machinery, are capable of manufacturing goods in large quantities, equal in quality to the best in the world. These goods are used by the well-to-do (wealthy) classes, and the labor forms the largest proportion of the cost. Full-fashioned goods are knit on complicated and very expensive frames, which narrow and widen the



fabric in the process of manufacture, and so give it any required shape. The garments are then seamed or made up either by hand or machines which imitate hand work, taking up the selvage loops and avoiding objectionable seams or raw edges. All the machines used for full-fashioned goods are slow in their operation; difficult to keep in order, they require skillful operators and the closest care. To compete with foreign manufacturers requires great care and intelligent, well-paid, and satisfied labor. The production of fine full-fashioned goods is, we think, creditable not only to the manufacturer, but to the country, and there is no reason why goods equal to foreign make should not be produced here under suitable protection. Under the present tariff our industry has been very much depressed, and the mill has been either stopped at intervals or run upon a limited production.

AMERICAN HOSIERY Co.,  
New Britain, Conn.  
JAMES TALCOTT, Agent,  
108 Franklin Street, New York.

Mr. McMILLIN. What is the present rate?

Mr. TALCOTT. Fifty per cent ad valorem.

Mr. DALZELL. Paragraph 262 covers your goods?

Mr. TALCOTT. I forget the section now, but it is 50 per cent. We require a graded schedule, as we wish to manufacture these goods running up into the fine grades.

Mr. PAYNE. Do you have any difficulty growing out of the undervaluation of imported goods?

Mr. TALCOTT. Yes; there is no doubt there are undervaluations—in fact, there does not seem to be any valuation to them.

Mr. DALZELL. What is your suggestion in regard to the amount of tariff?

Mr. TALCOTT. I would like a grade running up, with a specific and ad valorem duty graded upon the different prices.

Mr. DALZELL. On both hosiery and underwear?

Mr. TALCOTT. Yes, sir. We make very fine goods—a class of goods that the wealthy classes use almost exclusively, which are altogether or very nearly all imported.

Mr. McMILLIN. About what rate do you ask?

Mr. TALCOTT. Well, I have not fully determined that. I have not made up my schedule, but I will have that very soon.

Mr. McMILLIN. You have no idea in regard to that?

Mr. TALCOTT. I would want more than the present rate. There is no use of having 40 or 75 per cent if it does not protect. I want just enough to protect.

Mr. McMILLIN. What is your idea in regard to the rate? You have given the matter careful study, I infer.

Mr. TALCOTT. I could not give that exactly to day, but it will not do any good to have 10 per cent more and the goods still keep coming in. And if the Government wants to use the hosiery business for revenue instead of for manufacturing them here, why—

Mr. McMILLIN. You want sufficient to keep them out?

Mr. TALCOTT. Yes, sir; that is what I want. I want the Government to either derive enough revenue from the industry or else I want enough to protect them to have it manufactured here. These goods are worn by people who are perfectly able to pay for them, and—

The CHAIRMAN. Your idea is the duty can be increased simply as a matter of revenue and can come out of the well-to-do people?

Mr. TALCOTT. I think it might be materially increased as a matter of revenue alone.

The CHAIRMAN. You propose to submit a statement covering the ground, with your reasons?

Mr. TALCOTT. Yes, sir.



## STATEMENT SUBSEQUENTLY SUBMITTED BY MR. TALCOTT.

## COMMITTEE ON WAYS AND MEANS:

The American Hosiery Company, of New Britain, Conn., respectfully submit the following schedule of duties required on fashioned hosiery, knit shirts and drawers (other than fashioned), and fashioned shirts and drawers, to meet the foreign competition consequent on the lower cost:

## FASHIONED HOSIERY.

On stockings, hose, and half hose, selvaged, fashioned, narrowed or shaped wholly or in part by knitting machines or frames, or knit by hand, composed of cotton or other vegetable fiber, finished or unfinished, valued at not more than \$1.50 per dozen pairs, 50 cents per dozen pairs, and in addition thereto 30 per cent ad valorem; valued at more than \$1.50 per dozen pairs and not more than \$3 per dozen pairs, 75 cents per dozen pairs, and in addition thereto 40 per cent ad valorem; valued at more than \$3 per dozen pairs and not more than \$5 per dozen pairs, \$1.25 per dozen pairs, and in addition thereto 40 per cent ad valorem; valued at more than \$5 per dozen pairs, \$2 per dozen pairs, and in addition thereto 40 per cent ad valorem.

## SHIRTS AND DRAWERS (NOT FASHIONED).

On knit goods, shirts or drawers, and all other articles of wearing apparel, made on knitting machines or frames, or knit by hand, composed of cotton or other vegetable fiber, finished or unfinished, valued at not more \$3 per dozen, \$1 per dozen and 30 per cent ad valorem; valued at more than \$3 per dozen and not more than \$5 per dozen, \$1.15 per dozen and 40 per cent ad valorem; valued at more than \$5 per dozen and not more than \$7 per dozen, \$1.30 per dozen and 40 per cent ad valorem; valued at more than \$7 per dozen, \$2 per dozen and 40 per cent ad valorem.

## SHIRTS AND DRAWERS (FASHIONED).

On knit goods, shirts or drawers, and all other articles of wearing apparel, selvaged, fashioned, narrowed, or shaped wholly or in part by knitting machines or frames, or knit by hand, finished or unfinished, valued at not more than \$3 per dozen, \$1 per dozen and 40 per cent ad valorem; valued at more than \$3 per dozen and not more than \$5 per dozen, \$1.50 per dozen and 40 per cent ad valorem; valued at more than \$5 per dozen and not more than \$7 per dozen, \$2 per dozen and 45 per cent ad valorem; valued at more than \$7 per dozen, \$2.50 per dozen and 45 per cent ad valorem.

JOHN B. TALCOTT, *President.*

JAMES TALCOTT, *Agent.*

## COTTON HOSIERY, SHIRTS AND DRAWERS.

## STATEMENT SUBMITTED AND RATES RECOMMENDED BY SAMUEL TOWNSEND, OF NEW YORK CITY.

NEW YORK, *January 7, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We propose tariff changes as given below:

Present law, Paragraph 261. Stockings, hose, and half hose made on knitting machines or frames, composed of cotton or other vegetable



fiber, and not otherwise specially provided for in this act, 30 per centum ad valorem.

Paragraph 262. Stockings, hose, and half hose, selvaged, fashioned, narrowed or shaped, wholly or in part by knitting machines or frames, or knit by hand, including such as are commercially known as seamless or clocked stockings, hose, or half hose, and knitted shirts or drawers, all of the above composed of cotton or other vegetable fiber, finished or unfinished, 50 per centum ad valorem.

We respectfully request the abolishing of Paragraph 261, for the reason that the importations under this paragraph for the year ending June 30, 1884, were, in value, \$672,064.20, and have gradually dwindled to \$18,495.38 for the year ending June 30, 1896. It covers what is known as cut hosiery, a class of goods rapidly disappearing from use, and which will soon cease to be made.

We request one paragraph covering all grades of hosiery and shirts and drawers, as follows:

Stockings, hose, and half hose, made on knitting machines or frames or knit by hand, finished or unfinished, composed of cotton or other vegetable fiber, costing not more than \$2 per dozen pairs, 50 cents per dozen pairs, and in addition thereto 35 per centum ad valorem; costing more than \$2 per dozen pairs, 50 cents per dozen pairs, and in addition thereto 50 per centum ad valorem; and all shirts, drawers, and underwear of any description, finished or unfinished, composed of cotton or other vegetable fiber, not including stockings, hose, or half hose, costing not more than \$2 per dozen, 50 cents per dozen, and in addition thereto 35 per centum ad valorem; costing more than \$2 per dozen, 50 cents per dozen, and in addition thereto 50 per centum ad valorem.

The importations of fashioned hosiery for the year ending June 30, 1896, were in value \$5,605,241.48. If the importations for the different years under the Wilson, McKinley, and previous tariffs are compared with 1896, it will be found that the variation in value from year to year is very small. In round figures, the importations each year have been about \$5,000,000, occasionally falling off or increasing by a prospective lowering or raising of duties. This proves conclusively that raising or lowering duties has not changed the amount of goods imported, but has simply meant a loss of revenue to the Government when the duty has been lowered, and also shows that we have never had protection enough to encourage the manufacture to any extent of fashioned goods here.

We are anxious and able to make the better class of goods, but are unable to do so for the sole reason that the cost of labor is so much higher in this country than in Germany that under no tariff thus far have we been able to produce goods successfully in competition with foreign manufacturers. While there has undoubtedly been some undervaluation, we know that the main difficulty is in the low cost of German labor.

At present we are driven into a corner all huddled together making cheap stuff, and we ask in simple justice that we be permitted to extend our manufacture to the better grade. This will relieve the overcrowding in low-priced goods and help every one of our 900 different manufacturers of hosiery.

We again refer to the figures showing the large importations, amounting in 1896 to over one-sixth of the entire cotton schedule, and ask that it should be constantly borne in mind, because it proves beyond a question the truth of all we claim. When it is considered how small in value is hosiery as compared with other cotton goods used, how apparent it is that all other kinds of cotton goods are protected better than ours.



## SHIRTS AND DRAWERS.

The importations of shirts and drawers were for the year ending June 30, 1896, in value \$523,403.08. This includes all grades of both cut and fashioned goods. As the figures show, the importations of foreign goods have not been as large as hosiery. On certain classes of goods, however, we have felt keenly the foreign competition, particularly on ladies' ribbed goods, which have been interfered with seriously.

With the intention of being moderate, and asking for only what we believe to be needed, we have made much lower rates for shirts and drawers than most of those that prevailed under the McKinley bill. The duties asked for we believe to be fair, and will be fully needed to hold the importations where they are.

The fashioned shirts and drawers, which pay the highest rate of duty, require by far the greatest amount of labor. They are used only by a class of consumers who insist upon having the best obtainable, irrespective of cost, and the increase in duty will add to the revenue of the Government and at the same time, we hope, permit our own manufacturers to obtain a share of this trade.

The facts given and the recommendations made will, we believe, be indorsed by the great majority of hosiery and shirt and drawers manufacturers.

SAMUEL TOWNSEND,  
*Chairman of Townsend & Yale.*

STATEMENT OF MR. W. H. BIYEU, REPRESENTING THE KNITTING MILLS COMPANY, OF PHILADELPHIA.

TUESDAY, *December 29, 1896.*

Mr. BIYEU said:

Mr. Chairman and gentlemen of the committee, I represent the Philadelphia Knitting Mills Company, an institution which was started in the manufacturing of the finest goods in this country, about on the same basis as Mr. Talcott's, of the American Hosiery Company, both in cottons, silks, and lisle, all fashioned goods. I do not know that I can add any more at the present time to what has been said by Mr. Talcott until we get together and formulate our ideas. We have no special organization, and we want to see one another and make up our per cent, and we will submit it in writing.

The CHAIRMAN. That will be sufficient.

## COTTON SUSPENDERS.

(Paragraph 263.)

## FORTY PER CENTUM WOULD BE THE PROPER TARIFF.

PHILADELPHIA, *December 14, 1896.*

DEAR SIR: In the original Wilson bill it was proposed to make the duty on cotton suspenders 35 per cent; this rate was changed in the Senate to 45 per cent, with the understanding that when the bill was taken into conference the rate would probably be made 40 per cent, and that was what the rate had been under the original McKinley tariff



bill. We feel confident that Major McKinley would not want the tariff on our goods, the Guyot hygienic suspender, higher than 40 per cent, for the reason that they are not made in this country at all, and it always was Mr. McKinley's idea not to put any exorbitant tariff on articles which could not be made in this country. The reason these suspenders can not be made in this country is that the yarn can only be spun in France, and they have been made by the same family for so many years that they have arrived at a state of perfection which can not be excelled.

Our idea is that 40 per cent would be the right tariff on these goods, for the reason that they should be within the reach of almost every man.

They retail in this country at 50 cents per pair, and at a tariff of 40 per cent this can be continued, but if it is made any higher the price would have to go up, and no domestic manufacturer would be benefited, because these goods can not possibly be made here, as we said before, owing to the fact that the yarn can not be spun here.

OSTHEIMER BROS.

## SHOE AND CORSET LACINGS AND BRAIDS.

(Paragraph 263.)

### A COMPOUND DUTY RECOMMENDED.

ANSONIA, CONN., *December 14, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We have about 2,000 machines in good running order on shoe and corset laces and braids. We think there should be a duty of 10 cents per pound, and 35 per cent ad valorem, when made of unglazed cotton yarns. When made of glazed or in part of glazed, there should be a duty of 35 cents per pound, and 35 per cent ad valorem. We presume there should be a similar duty when composed partly of rubber, even when the yarn used is unglazed, but we are not largely interested in the matter. The same also of silk and mohair.

Respectfully,

ANSONIA O. AND C. Co.,  
By W. F. OSBORNE.

## BRAIDS OF COTTON, SILK, ETC.

(Paragraph 263.)

### A COMPENSATORY COMPOUND DUTY NECESSARY.

NEW YORK, *December 28, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We, the Braid Manufacturers' Association of the United States, respectfully represent to your honorable body the necessity for revision of the tariff affecting braids manufactured of cotton, Schedule I; silk, Schedule L; wool, Schedule K; metal, Schedule C; braid buttons, Schedule N.

As yarns form our raw material in the manufacture of braids, a sufficient difference should exist between the rates of duty that are levied



on our raw materials and the finished product of the braiding machine. In order to have adequate protection on all our manufactures, it would be necessary to have the rates on braids, in all above schedules, exceed those on yarns by not less than the rates levied on braids exceeded those on yarns in Schedule K of the tariff of 1890. We are in favor of a compound duty.

THE BRAID MANUFACTURERS' ASSOCIATION  
OF THE UNITED STATES.

HENRY W. SCHLOSS, *Chairman*,  
R. W. STRASSBERGER, *Vice-President*,  
FRED A. KURSHEEDT, *Treasurer*,  
A. S. WAITZFELDER, *Secretary*,  
*Committee.*

## ELASTIC AND NONELASTIC WEBBING.

(Paragraph 263.)

### SCHEDULE AND RATES RECOMMENDED.

Mr. Russell (Connecticut), of the committee, presented statement from Mr. W. S. Osborne, of the Ansonia O. & C. Co., of Ansonia, Conn., manufacturers of suspenders, skirts, and corset materials, as follows:

We would like inclosed, or its equivalent, in the new tariff bill:

As cloth is a web, but not so called in trade, we have introduced as a definition for our purposes goods made on looms adapted to weaving less than 12 inches in width. This is arbitrary, and the party who formulates the clauses can vary it, but there should be some limit, and we think this as good as any, just as twenty-one years is as good an age for voters as any other. The page inclosed covers all webbing of every name and nature, elastic and nonelastic, and is so drawn as to cover many loopholes in previous tariffs. It is not designed to prohibit importations, but to help our market to some extent.

Nonelastic ribbons, banding, beltings, gimp, galloons, gorings, hat trimmings, surcingle web and webbing, by whatever name known, woven on narrow-fabric looms or machines best adapted to weaving goods of less than 12 inches in width; also, nonelastic cords, braids, boot, shoe, and corset lacing, of which the principal material used in their manufacture is not more costly than cotton yarns, 10 cents per pound and 35 per cent ad valorem.

When composed wholly or in part of glazed cotton yarns, mohair, worsted, wool, or any material more costly than cotton yarns and other than silk or imitations of silk, 35 cents per pound and 35 per cent ad valorem.

When composed wholly or in part of silk or imitations of silk, or of material not otherwise specified, 50 cents per pound and 50 per cent ad valorem.

An additional 25 cents per pound to all the above when composed in whole or in part of rubber, gutta-percha, wire springs, or any other elastic substances.

## COTTON DAMASK.

(Paragraph 264.)

### THE RATES OF 1890 WERE NOT PROHIBITIVE.

NICETOWN, PHILADELPHIA, *December 26, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We write you in reference to the proposed revision of the present tariff, and particularly in regard to our product of turkey red damask, which is included in the Schedule I, bearing 35 per cent duty.



We would refer you to the letter replying to the Hon. D. W. Voorhees's circular of December 20, 1893, asking for detailed information for the use of the Committee on Finance of United States Senate. This letter is printed in Bulletin No. 46, Committee on Finance, Fifty-third Congress, second session, as No. 5588.\* The conditions are about the same now as then. Our prices, owing to the extreme dullness of the last two years, are less than 30 cents. The cost of labor is about the same.

We would ask for a restoration of the rate of 40 per cent, which was the rate in the bill of 1890, and was so far from having been prohibitory that the importations of these goods for 1890, 1891, and 1892 doubled each year on the importations of the year previous.

BRADBURY BROS.

### LOOMS THAT ARE IDLE.

PHILADELPHIA, PA., *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

About five years ago the McKinley tariff encouraged us to put in a section of wide looms for the manufacture of red damask tablecloth. For a year or eighteen months we had orders for all we could make at 27½ cents per yard.

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\* Our product is turkey-red damask, used for table covers and classified as cotton damask in the custom schedules, bearing 40 per cent duty.

Our production in 1881 was \$40,000, and in 1892 its value was \$140,000.

For the last five years we have run steadily sixty hours per week, until last June, when we closed our mill, and, with the exception of our running 20 per cent of our machinery forty hours per week during last December, we have been standing idle since. Our class of goods is used largely by the working people, and being thrown out of work they have used what money they had or could get for food and clothing, and tablecloths became luxuries and their sale stopped.

The present rate of duty (40 per cent) is, we think, low.

Sixty per cent of our cost is labor, for which foreign manufacturers pay less than half the rates we do, and as many other items of cost also favor them they can pay the 40 per cent and still compete with us. In fact, the keenest competitors we have are the importers, and the domestic manufacturers are also rapidly improving and cheapening their goods.

A reduction of one-third in the duty would amount to 3 cents per yard on our goods, and could only be met by a reduction of 20 per cent in wages.

Our raw material is cotton, now free; and half of the drugs we use in dyeing are also free. The balance of the drugs if made free of present duties (averaging 50 per cent) would save us less than 1 per cent of our cost of goods.

The present graded duties seem to us fair, giving the greater protection to the goods requiring the greater labor cost.

In 1884 our price was 38 cents; 1890, 38 cents; 1892, 36 cents; at present, 33¼ cents; in each case with a discount of 7 per cent.

None of our goods are exported.

We pay 6 per cent for money.

We do not think the cost of living has varied since 1884.

Wages have decreased since last June.

Immigration gives us a great deal of skilled labor. In fact, the best of our help, with few exceptions, is from Scotland and Germany. Ninety-five per cent of our labor is skilled.

We employ 60 men, at from \$10 to \$18 per week; 83 women, \$6.50 to \$10 per week; 7 boys, \$4, and 7 girls, \$3.50 per week.

Our cost of manufacture has decreased since 1883. The exact extent of the decrease we can not give. We pay about 10 per cent less for cotton yarn, and have reduced the labor cost by improvements in system and machinery. All mill supplies have decreased in price.

Our selling price decreased 5 per cent in 1892 and 7 per cent more in last November. We think the tariff discussion and fears of great changes in rates of duties is the cause of the business depression. If Congress would abandon tariff revision, we think business would slowly get back to its condition of 1892.



This price gave us a fair profit for the capital invested, but just as soon as the agitation about the Wilson tariff arose these goods dropped in price from 27½ to 18 cents, making the price far below what they can be produced for in this country, and on this account our looms have been idle ever since, and we are not alone on these goods. We were glad to hear that Bradbury Bros., of Germantown, brought this article before the committee when you were considering the cotton schedule. We know of no article that has been so much affected by the Wilson tariff bill as this has been, and we do hope and pray that you will endeavor to have the same duty placed on these goods that the McKinley tariff had.

PORTER & DICKEY.

### SAFETY FUSE.

(Paragraph 264.)

#### A SPECIFIC DUTY NOT LESS THAN NINE CENTS A POUND ASKED.

##### COMMITTEE ON WAYS AND MEANS:

The undersigned manufacturers of safety fuse, doing business in Connecticut, New York, Michigan, and California, beg to present the following facts that can be proved:

A member of one of these companies visited Europe this last summer for the purpose of ascertaining as to the manufacture of safety fuse and its costs, and the advantages of Europe over our country.

|                                          | Ger-<br>many. | United<br>States. | Greater<br>here than<br>in<br>Europe. |
|------------------------------------------|---------------|-------------------|---------------------------------------|
|                                          |               |                   | <i>Per cent.</i>                      |
| First, labor per day, women.....         | \$0. 24       | \$1. 50           | 500                                   |
| labor per day, men .....                 | . 50          | 2. 00             | 300                                   |
| Second, fine cotton yarn, per pound..... | . 12          | 2. 20             | 66                                    |
| Third, fine jute yarn, per pound.....    | . 05          | . 06½             | 30                                    |
| Fourth, cotton cloth, per yard.....      | . 04½         | . 04½             | .....                                 |
| Fifth, powder, per keg.....              | 2. 00         | 4. 50             | 125                                   |

Under Schedule I, paragraph 264, the present duty on safety fuse is 35 per cent ad valorem, which would equal 8 cents per pound, net weight. We are opposed to ad valorem duties, on account of the premiums thus necessarily put on undervaluations, which now exist and which have seriously crippled the home establishments for the past two years. We therefore ask your honorable committee to make the duty specific, at not less than 9 cents per pound.

ENSIGN, BICKFORD & Co.,  
Simsbury, Conn.

THE CLIMAX FUSE Co.,  
No. 271 Broadway, New York, N. Y.



## EGYPTIAN COTTON.

(Free list, Paragraph 458.)

## STATEMENT OF MR. W. R. CRAIG, OF MISSISSIPPI.

TUESDAY, *December 29, 1896.*

Mr. CRAIG said:

Mr. Chairman and gentlemen of the committee, I come before you in the interest of the cotton growers of the Mississippi Valley who raise what is known as extra staple cotton. Now, the importation of Egyptian cotton comes directly into contact with that grade of cotton. The importation of it has increased very materially in the past ten years. Up to that time there is a section of Mississippi, Arkansas, Louisiana, and southern portion of Tennessee which can raise this special variety of cotton very much more profitably than they can the shorter lengths, but in the past few years the importation of Egyptian cotton has driven out this industry to a large extent, and eventually will drive it entirely out of that section, and the short growers of cotton there want this protection on this special variety of cotton, and that means a duty on Egyptian cotton.

Now, ten years ago Egyptian cotton was practically twice the value of what it is to-day, and at times in the past four years it has been very much lower than it is to-day; and the way they have of selling their cotton to the American manufacturer is, at whatever our price is, it seems they can always undersell us just enough to get their cotton in, and they are pursuing that policy from year to year and making the time on which they sell it to the American manufacturers so much more favorable than what the Southern grower is able to do that it is a great temptation to the Eastern spinner to buy it on account of the cheapness and the terms on which it is sold. Now, the product of this Egyptian and extra-staple cotton is very largely sold to the better and more well-to-do people of this country, and it all goes into fine goods, and we think it is but right that the cotton growers in that section of the South should be protected. It is one of the few industries there for which they can ask for protection, and it is one where protection can be given without any hardship to anyone, so far as I know.

The CHAIRMAN. How much more does this extra-staple cotton sell for than the other?

Mr. CRAIG. Well, sir, in the past three months—I am personally in the cotton-buying business—I have sold it for over twice the price of the ordinary cotton.

The CHAIRMAN. What is the cost of the Egyptian cotton in excess of the other?

Mr. CRAIG. Now, the cotton which comes in greatest competition with our cotton to-day sells, landed in the New England mill, at probably between 11 and 12 cents—somewhere around 11½ cents.

The CHAIRMAN. It would be something like 3 cents more than the other.

Mr. CRAIG. The corresponding grade of upland cotton grown in Georgia and Alabama would sell for about 7¾ or 7½ cents, so it is probably 4 to 5 cents a pound more. This varies, for while the cotton market has a very material effect on the price of the Egyptian and the extra staple cotton, at the same time the shorter lengths of cotton



may go down 3 cents a pound and the long lengths go up, so it is as different as though it were two separate products.

The CHAIRMAN. Does the extra staple produce such a rich, flossy gloss as the Egyptian?

Mr. CRAIG. In a great many respects the Egyptian cotton is superior to ours, and in some respects ours is superior to the Egyptian. There are very few articles made of Egyptian cotton to-day but what can be made of American staple cotton.

The CHAIRMAN. I believe it is used largely for a glossy class of goods?

Mr. CRAIG. Our staple cotton can make that as well as the Egyptian, with a very few exceptions.

The CHAIRMAN. With the same gloss?

Mr. CRAIG. It has not the peculiar silkiness, but it goes in the same goods. To show you what I mean, there are a great many spinners in Massachusetts and Rhode Island who buy, alternately, Egyptian and American cotton. Whenever the Egyptian price is so they can buy it for less, they buy the Egyptian, and whenever the American price is less they buy the American, so we are completely at the mercy of the Egyptian cotton.

The CHAIRMAN. Does it cost more to raise this extra staple cotton?

Mr. CRAIG. It does.

The CHAIRMAN. How much more?

Mr. CRAIG. Well, the percentage is considerable. In the first place, the yield to an acre is not so large as the shorter length. Then, in regard to seed cotton, it takes a larger amount of the seed cotton to make a 500-pound bale than it does of shorter lengths.

The CHAIRMAN. But, considering all things, would you say it cost 3 or 4 cents more per pound to raise?

Mr. CRAIG. Unless we are getting much larger prices than we are getting to-day and have done for the past two seasons, this section is going out of the raising of that cotton.

The CHAIRMAN. Do you get 4 cents per pound more?

Mr. CRAIG. Hardly that. Until the importation of the Egyptian cotton had grown to such a point as it has to-day there was nearly 100 per cent and some years three and four times as much of this staple grown as has been raised this year, on account of the premium not being large enough to tempt the growers to plant it; but this long staple, or extra staple, as it is commonly called, is one that we can grow considerably if protected, because we had a good many obstacles to overcome originally. In fact, there was a peculiar decay of the plant because the soil was called upon to produce a longer fiber, and it has taken six years to build up the seed to produce anywhere near what the shorter lengths would and at the same time give silkiness of fiber and strength of fiber, and in addition to the effect upon the cotton raised in the Mississippi Valley it had a depressing effect upon the sea island cotton of Georgia and Florida, because this Egyptian cotton also came in competition with the lower grades of the Florida and Georgia sea island cotton which was affected by this importation of the Egyptian.

Mr. WHEELER. What proportion of the 9,000,000 bales is of that character?

Mr. CRAIG. I should say in the Mississippi Valley, under ordinary conditions, there would be 100,000 bales of this cotton grown.

Mr. WHEELER. How much was it last year?

Mr. CRAIG. I should say last year there were 100,000 bales of it. I should say in the Mississippi Valley this year there were 100,000 bales of that cotton grown that came directly in contact with the Egyptian.



The CHAIRMAN. That is, you estimate the production of that class of cotton in this country at 100,000 bales?

Mr. CRAIG. Yes, sir; but what the product of the Georgia and Florida sea islands is I do not know.

Mr. WHEELER. What was the importation of this class of cotton from Egypt last year?

Mr. CRAIG. The cotton season is reckoned from September 1 to September 1, and there was shipped from Alexandria, Egypt, into this country last year 59,339 bales.

Mr. WHEELER. Those bales average about 400 pounds each?

Mr. CRAIG. I will explain that point in a moment when I get through. This is from the port of Alexandria, but how much came from Liverpool shipped from Alexandria, and from other ports, I do not know.

Mr. DALZELL. Have you the amount shipped the year before?

Mr. CRAIG. No; but I know it was very much larger the year before. That is my impression.

Mr. EVANS. That is, it was larger of the Egyptian cotton?

Mr. CRAIG. Yes, sir; that is, due to the depression in this country the American spinners had not the demand for the finer goods and consequently did not buy the cotton to go into it.

Mr. WHEELER. Does any of this cotton called "Nankin," which I presume is China cotton, come in competition?

Mr. CRAIG. No, sir; it comes somewhere else.

The CHAIRMAN. Sea-island cotton is finer and more valuable than the Egyptian?

Mr. CRAIG. Yes, sir. It goes into a grade of very fine numbers. Now, in regard to the number of pounds in the Egyptian bales, we do not know just why they make their bales so much heavier than we make ours in this country. Now, the South is pretty fairly well up in the handling of cotton, as they raise a lot of it—about three-fourths of the entire product of the world, I believe—and, personally, I do not see any advantage in making the bales so heavy, except to escape the notice of the legislators of this country in importing it here, because their bales are 50 per cent heavier than ours (they average 750 pounds), and they have made the terms on which they sell it and everything about as favorable as possible to the American spinner, and they come in here and sell it. They have left nothing undone to introduce this cotton to the American spinner. They have sold on terms that have been surprising in some instances.

The CHAIRMAN. This is from the official statistics in regard to the importation of Egyptian cotton into this country in the last fiscal year, ending June 30, which amounts to 43,574,769 pounds, valued at \$5,109,000. The valuation seems to be 12 cents a pound for the Egyptian cotton?

Mr. CRAIG. Yes. I figured on this Alexandria importation, and I am not positive whether that includes—different lines of firms import Egyptian cotton, and that is what I have from Alexandria, but whether that includes cotton shipped to those firms at Liverpool or elsewhere I can not say.

The CHAIRMAN. This includes all the Egyptian cotton.

Mr. RUSSELL. Do you know the relative cost of producing the Egyptian cotton and your staple cotton?

Mr. CRAIG. From what I know of the raising of the short and staple cotton, the Egyptian cotton must be made at a profit to someone.

Mr. RUSSELL. What is the relative cost and profit?

Mr. CRAIG. They raise it, I understand, with almost pauper labor. They do not have a great many of the things to contend with that we have. They do not have the grass—that is, they do it entirely with



inundation, and they have no rains to contend with, and one of the most expensive things in the cotton crop is to keep the grass down until the plant has grown so high it does not make any difference.

Mr. RUSSELL. The difference in cost is the difference in labor?

Mr. CRAIG. Yes, sir.

Mr. RUSSELL. You want protection in this to protect the labor?

Mr. CRAIG. If we can get this industry to such a point where we can perfect it so we can raise it as profitably—that is, get as great amount for the same lint as we now do on the shorter cotton—we would not ask any protection, because I do not know a country which can raise cotton as cheaply as the South.

The CHAIRMAN. Do you know, as a matter of fact, your extra staple cotton can produce goods of about the glossiness and silkiness as those made of Egyptian cotton?

Mr. CRAIG. I know of those interested in the importation of Egyptian cotton who have asked every spinner with whom they have had anything to do for a good many years if he was willing to see a duty put upon Egyptian cotton, and with one single exception they all said they did not.

Mr. WHEELER. Twelve years ago I was informed that the rent of the best Egyptian land was \$35 per acre, and that that land belonged to the Government. Is it that high now?

Mr. CRAIG. I don't know. That price would be exorbitant.

Mr. WHEELER. My information came from Colonel Lockett, who was at that time on the staff of the Khedive.

Mr. CRAIG. The land on which this cotton is raised in the Mississippi Valley can be bought for \$35 per acre.

Mr. EVANS. Is the exportation of cotton from Egypt done on the part of the Government or private individuals?

Mr. CRAIG. It is done by cotton firms.

Mr. DALZELL. What is your suggestion as to protection?

Mr. CRAIG. We want moderate protection, but at the same time enough to protect. I believe that I am not alone in thinking that the correct duty should be 3 cents per pound specific. An ad valorem duty would not amount to anything, because it requires experts, and an ordinary person does not know the value of this cotton, unless it is a specific duty. That is the only way we can accomplish anything.

Mr. WHEELER. Is it not true that the seed of this character of cotton determines the character of the product?

Mr. CRAIG. Exactly.

Mr. WHEELER. You say it does not make so much per acre, but the seed is not so expensive.

Mr. CRAIG. No, sir; the seed, in some instances, where a man has a peculiar variety, will give the same yield per acre, and yet this cotton of peculiar length of staple, this special variety, would not bring more as a growing seed, especially not after it gets scattered in a year or two.

Mr. WHEELER. Do you not know that in 1846 we had a high duty and it was contended at that time that if we took off the duty cotton would fall in price, and do you not know that the moment the duty was taken off cotton rose in price until 1860?

Mr. CRAIG. That had nothing to do with it, because in those days there were not enough mills using any of this Egyptian cotton. The larger percentage of the mills to-day are being built to spin this character of cotton. It is an industry that has a bright future.

Mr. WHEELER. Where are you located?

Mr. CRAIG. At Vicksburg and Yazoo City, Miss. This cotton can be



raised in Mississippi, Arkansas, Tennessee, Louisiana, and in the northern portion of Texas.

Mr. WHEELER. It can not be raised in the bottoms?

Mr. CRAIG. Not of the proper fiber: It is weakened and makes it poor in spinning qualities.

Mr. McMILLIN. You have spoken of the superior weight of the seed of this class of cotton. What amount of lint would be made per acre of the two kinds of cotton—the ordinary cotton and this raised in alluvial bottoms?

Mr. CRAIG. The lint per acre, I believe, in an entire crop of the Mississippi Valley would be 250 to 300 pounds. Of this superior quality—extra staple—it would not be more than 25 to 40 per cent, varying in different years. Some years it is nearly as good as the shorter length, but for an average of five to ten years it would be 25 to 40 per cent less.

Mr. McMILLIN. It would be 60 to 75 per cent of the ordinary web of this staple cotton?

Mr. CRAIG. Yes, sir. It also requires considerable more labor to cultivate it.

Mr. McMILLIN. Wherein does the difference consist in cultivation?

Mr. CRAIG. It requires more attention and is raised on the very best land. The principal labor is in picking, which is one of the most expensive processes. If they pick it roughly and get the leaves into it, it destroys its value. It must be picked more carefully.

The CHAIRMAN. The market value you say is four cents per pound greater?

Mr. CRAIG. From four cents up to twice its value.

The CHAIRMAN. Would not this make goods as smooth as any other kind?

Mr. CRAIG. No, sir; five years ago the difference between the two was probably greater than ever before. In the spring of 1892 extra staple was probably higher than it had ever been, and these States which I have mentioned had an enormous crop of this extra staple cotton. The factories in New England would have spun this crop but for the importation of Egyptian cotton. It sent the price down to such an extent that in 1893 the Mississippi Valley practically abandoned the raising of extra staple cotton, because there was so much more trouble in raising it, and the yield was so much less than that of the shorter cotton. They lost thousands of dollars in that district. Some people say that they can never begin it again unless the price is better.

Mr. RUSSELL. You spoke of the Sea Island cotton. Tell us about the quality of that cotton.

Mr. CRAIG. Florida and Georgia Sea Island cotton is inferior in quality, and the best Egyptian cotton will go into finer classes of work than the lowest Florida and Georgia Sea Island. The Georgia and Florida Sea Island cotton is now at a point at which they can buy Egyptian cotton for less, so that they have stopped buying Georgia cotton and have begun to buy Egyptian, which leaves this surplus cotton in the hands of holders in Georgia, which they must sell at the Egyptian price, whereas if the Egyptian had this duty to pay it would be kept out. In Florida they work a little better.

Mr. RUSSELL. You advocate this protection because you think it is better for the general cotton-raising industry of the South?

Mr. CRAIG. I think so, and that it will be the means of making every part of the South yield a better class of cotton, and in a number of ways will benefit the South.

Mr. RUSSELL. Do you think that is the sentiment of the people of the South?



Mr. CRAIG. I think nobody could have the slightest objection to it.

Mr. EVANS. Where are the highest grades of Sea Island cotton raised?

Mr. CRAIG. Near Charleston, S. C.

Mr. PAYNE. Has not the importation of cotton increased rapidly in the last half dozen years?

Mr. CRAIG. Yes, sir; and it will increase faster in the next five years.

**STATEMENT OF MR. C. P. BAKER, OF THE LAWRENCE MANUFACTURING COMPANY, LOWELL, MASSACHUSETTS.**

Mr. BAKER said:

Mr. Chairman and gentlemen of the committee, I do not come prepared to make any argument upon this question, because as a manufacturer of hosiery I did not expect the matter to come up. I can, however, give some facts in relation to the class of work we do and the cotton we use which may be of some interest to the committee. I will first say that at the present time there is a difference in value of 1 cent per pound between the Egyptian grade of cotton and the American cotton, which comes into competition with it in my work.

The CHAIRMAN. You refer to the extra staple?

Mr. BAKER. I refer to the extra staple, which I buy from Vicksburg, and I think that is the cotton referred to. I have to-day to pay 9½ cents per pound for it. I have to buy Egyptian cotton for some purposes, and I am paying for it to-day 10½ cents per pound. The difference in price which exists at the present time does not always remain the same, but varies materially from year to year. For our purpose we buy Egyptian cotton at 1½ cents per pound higher than the American cotton that we use, and we use it in preference to the American cotton for the reason that there is more waste in the American than in the Egyptian.

Mr. WHEELER. Do you refer to the price in Egypt?

Mr. BAKER. We buy the whole of our American and Egyptian cotton landed in Boston. I will also say that it can not be used always for the same purposes. There must be a certain amount of Egyptian cotton used, and will be used any way. The American can not take the place of it, because we make some classes of goods which can not be colored. The Egyptian cotton is a yellowish-brown cotton. It has a peculiar soft finish which can not be gotten from the American cotton. The amount of Egyptian cotton used has undoubtedly been increasing to some extent, but not largely. I have not the figures, but I think the amount used is about 50,000 bales of 750 pounds to the bale, which weight is 50 per cent more than the weight of the American bale. The principal advantage in using it is that there is less waste in it than there is in the American cotton, and therefore it has more spinning value, which accounts for that difference in price to quite an extent.

Mr. WHEELER. Is it compressed?

Mr. BAKER. It is compressed more than the American cotton, and it is put up in better shape. The bales coming from Alexandria are almost as perfect in appearance as if they were bales of goods, while the American comes in in a shabby condition—bales with hoops off, the ties cut, and the cotton streaming out. They are using a better packing over there by putting on 20 light bands, making it very compact. Besides that, we buy it net weight, 21 pounds actual weight being allowed for bands and ties, whereas we buy the American cotton with the bands and ties on.



Mr. WHEELER. What proportion of the Egyptian crop of 59,000 bales comes to America?

Mr. BAKER. I think it is about one-sixth, but I am not quite sure about that.

Mr. WHEELER. Where is it distributed?

Mr. BAKER. In New England. I think the expense of raising the Egyptian crop is in the cost of irrigation. The cotton-raising district in Egypt is cut up into small farms, and they have to take water from the river Nile for the whole work. The land has to be irrigated most expensively.

Mr. WHEELER. Is that land all under the Government system?

Mr. BAKER. It is all under the Government system.

Mr. EVANS. Do you know whether the \$35 per acre includes the privileges of irrigation?

Mr. BAKER. I do not know. I think they hire the water every year.

Mr. EVANS. Does the Government furnish the irrigation as well as the land?

Mr. BAKER. I don't know. It has furnished irrigation, but I don't know about the land.

The CHAIRMAN. The Government makes a charge for it to the occupant?

Mr. BAKER. Yes, sir.

Mr. WHEELER. You don't recommend anything.

Mr. BAKER. I only spoke for the committee's information in regard to the difference in cost. It was represented that there was a difference of four cents in cost, and that is not so. I have bought it year in and year out, and I know.

Mr. WHEELER. You think the South would be selling its birthright for a mess of pottage to ask for this tariff?

Mr. BAKER. I do not want to judge of that question.

## THE MEMPHIS, TENN., COTTON EXCHANGE ASKS FOR PROTECTION.

MEMPHIS, TENN., *January 9, 1897.*

### COMMITTEE ON WAYS AND MEANS:

At a recent meeting of the board of directors of the Memphis Cotton Exchange it was the unanimous action of the board to indorse the movement inaugurated by the cotton producers of the South looking to the collection of a duty by the National Government on Egyptian cotton imported into this country, and the secretary was instructed to write our Senators and Representatives in Congress, urging upon them to favor a duty of 3 cents per pound on all importations of Egyptian cotton. In compliance with this request, your attention is respectfully drawn to this subject, and your favorable consideration is requested.

That the importations of Egyptian cotton have greatly increased from year to year and supplanted the use of our staple cottons you will note from the recent statistics supplied from the office of the Secretary of the Treasury, as follows:

#### IMPORTS.

|              | Bales. |              | Bales. |
|--------------|--------|--------------|--------|
| 1889-90..... | 10,470 | 1893-94..... | 33,605 |
| 1890-91..... | 23,790 | 1894-95..... | 59,418 |
| 1891-92..... | 27,739 | 1895-96..... | 69,220 |
| 1892-93..... | 42,475 |              |        |



A total for the past seven years of 266,718 bales, equivalent to 373,505 bales American cotton of 500 pounds each. Importations of Egyptian cotton for this season are estimated at 85,000 bales, equivalent to 119,000 bales of American cotton. These large importations of Egyptian cotton are replacing the staple cotton of this country, and depreciating its value until there is but a small margin of profit in its cultivation.

HENRY HOTTER, *Secretary.*

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## FLORIDA WANTS A PROHIBITIVE DUTY ON EGYPTIAN COTTON.

GAINESVILLE, FLA., *December 29, 1896.*

### COMMITTEE ON WAYS AND MEANS:

Feeling a deep interest in the stability and success of the farming industries of the South, especially in the States of South Carolina, Georgia, Florida, and Texas, and with a strong desire to see the protective policy of the Government over home productions extended to the States named above, I call your attention to the following facts, which should be considered and acted upon at the present session of Congress, while the committee is engaged in reconstructing the tariff.

Long staple, or, as it is more commonly called, Sea-Island cotton, is produced on the coasts and islands of South Carolina and Georgia, and largely in the southern counties of Georgia, and is the only cotton grown in Florida. In Texas its culture, until recently, was confined to Montgomery County, but this year the area of cultivation has been enlarged.

These States jointly produced last year about 90,000 bales, averaging 350 pounds each. This class of cotton enters largely in the manufacture of the finest qualities of cotton fabrics and sewing threads in the factories of the Eastern and Middle States, whose capacity for consumption of this quality of cotton about equals the amount produced by the States named.

During the present year the acreage of cotton was largely increased in southern Georgia and Florida. In the latter State many of the orange groves destroyed by the freeze of two years ago have been utilized in cotton culture.

Greater care has also been exercised by the planters in selecting improved seed from the best grades of the staple grown on the sea islands of South Carolina, with the hope of realizing higher prices for finer qualities of cotton.

It is a well-known fact that the sea islands of South Carolina and Georgia are the habitat of the high-priced grades of long cotton, which have no rivals for fineness of lint and length and strength of fiber in this or any other cotton-producing country.

It is also a fact that with all the care which the planter may bestow upon a crop, grown from imported seed, directly from the sea islands, it will degenerate into a less valuable grade the first year in southern Georgia and Florida, and continue to deteriorate each succeeding year. Hence the necessity of importing fresh supplies of fine seed annually to make the culture profitable.

The ranging prices of our long staple cotton vary from 14 cents to 21 cents at the Eastern mills. The price paid for labor on the cotton farms varies from 30 cents to 75 cents per day. The acreage allotted to one plowman and two hoe hands is 20 acres of cotton and 10 acres of corn.



The labor on a cotton farm begins in February and ends in December. The actual cultivation ceases about the middle of July; the remainder of the time covers the picking season.

The yield of seed cotton to the acre varies, according to the strength and adaptation of the soil, from 200 to 1,000 pounds. This last quantity is rarely produced; the greatest average seldom reaches 500 pounds. It usually takes from  $3\frac{1}{2}$  to  $4\frac{1}{2}$  pounds of seed cotton to one of lint.

You will readily see that to make the culture of this variety of cotton profitable the farmer is forced to avail himself of the cheap labor of women and children and should receive not less than 18 cents per pound for his lint. This year the price of long cotton has been far below the average of previous years.

The cause of the low prices for our long staple cotton is the direct result of the large supply of the same class of cotton (comparing well with our medium grades) raised in Egypt at nominal cost of production and thrust upon our markets by cheaper transportation, in quantities more than sufficient for the consumption of our mills when running on full time.

The freight charged on bale cotton from this point (Gainesville, Fla.,) to Holyoke, Mass., is 71 cents per hundred pounds. This added to the cost of production enables Egypt to crowd our cottons out of the markets, or force us to sell at their figures, from 11 to 13 cents.

At the opening of the market this year it was estimated that Egypt would furnish 125,000 bales to our mills against 75,000 furnished last year. From the facts above presented you can readily see that, if the growers of long staple cotton in the States above named are not protected by a tariff duty upon Egyptian cotton of 4 or 5 cents per pound, that industry must languish, if not cease altogether in those States.

The reasons are far more cogent for a tariff duty on Egyptian cotton than they are for a duty on wool as far as relative costs of production are concerned.

Long staple cotton must, in the near future, become the leading staple product of the States named. High freight rates on all early vegetables to Northern and Eastern markets are fast driving that industry to the wall and the increase of acreage for cotton will soon be an inevitable result.

A tariff duty sufficiently high to drive Egypt out of competition with us in our own markets is the only road open to the prosperity of our farmers. The high freight rates on vegetables and cotton to our markets and the competition with cheap foreign labor, freight, and cotton puts our farmers between "the devil and the deep sea."

As it is in the interest of the farmers of South Carolina, Georgia, Florida, and Texas to secure protection against the Egyptian cotton, the Congressmen of these States respectively should hasten to support a measure so beneficial in its objects to their constituencies, though not fully in accord with their political convictions.

GEO. J. ARNOW.

### EGYPTIAN COTTON ABSOLUTELY NECESSARY.

BOSTON, MASS., *January 5, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I wish to say that I have used Egyptian cotton for thirty years and to protest against its exclusion or a duty on it. For certain hosiery and other goods its natural color is important, and for fine yarns it is



much needed. It does not equal or take the place of sea island cotton, but the long-staple cotton ( $1\frac{1}{4}$  to  $1\frac{1}{2}$  inches long) of the Mississippi Valley is often of very defective growth, and in some seasons the  $1\frac{1}{2}$ -inch cotton hardly exists. The Egyptian cotton is better grown, of more uniform fiber, and is much better packed. I have often turned from the American to Egyptian cotton when the American crop failed to give the cotton needed in strength and quality, and then changed back again when a better season gave a good American growth. We need this cotton in making the fine yarns in competition with English and Continental spinners.

ARTHUR LYMAN,  
*President Hadley Co.*



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SCHEDULE J.

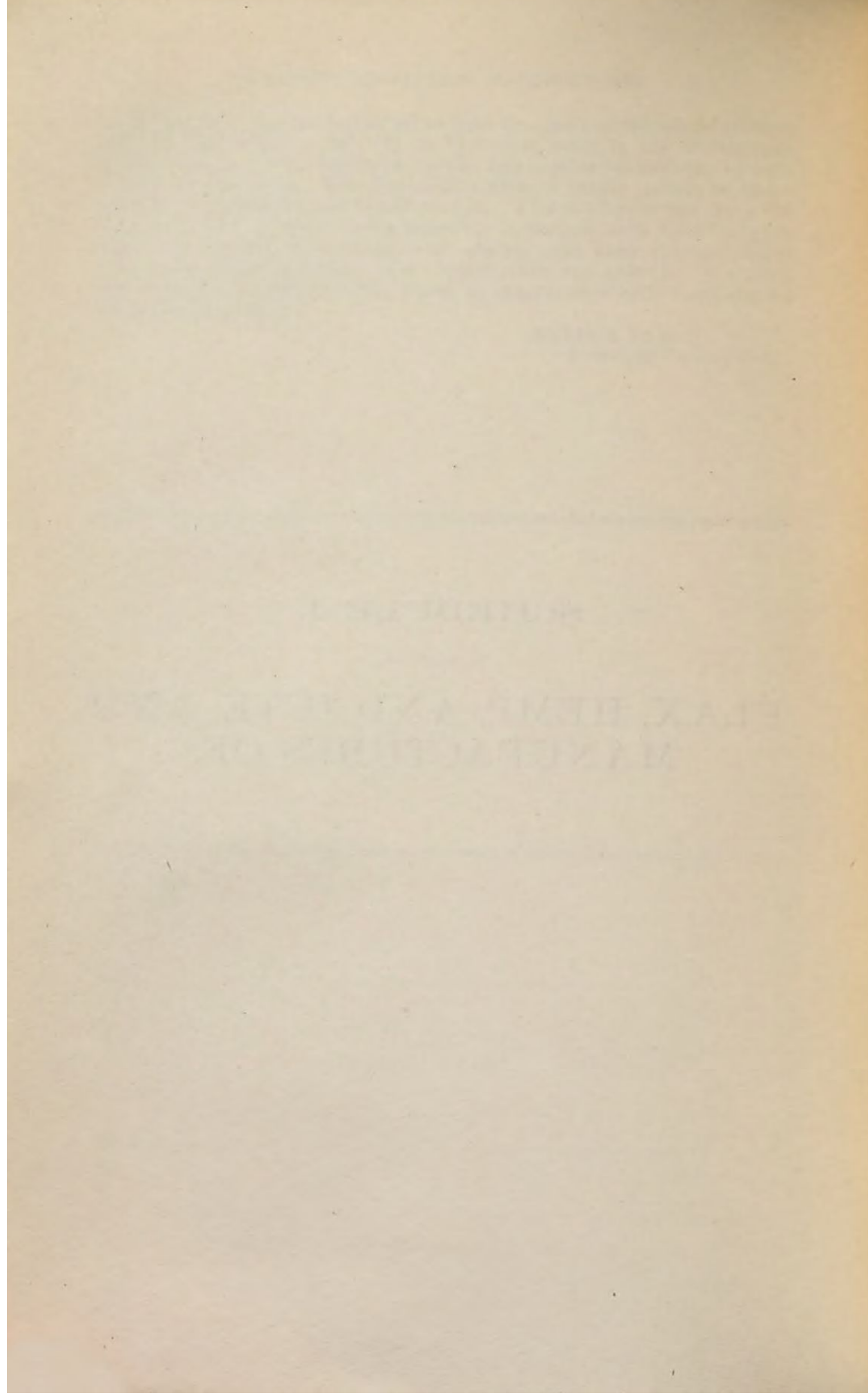
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FLAX, HEMP, AND JUTE, AND  
MANUFACTURES OF.

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## Schedule J.—FLAX, HEMP, AND JUTE, AND MANUFACTURES OF.

### AMERICAN FIBER INTERESTS.

Free list, paragraph 497.—Istle or Tampico fiber, jute, jute butts, manila, sisal grass, sunn, flax straw, flax not hackled, tow of flax or hemp, hemp not hackled, hemp, flax, jute, and tow wastes, and all other textile grasses or fibrous vegetable substances, unmanufactured or undressed, not specially provided for in this act.

### MEMORIAL SUBMITTED BY THE NATIONAL VEGETABLE FIBER PRODUCERS' ASSOCIATION

MINNEAPOLIS, MINN., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Pursuant to the organization of the National Vegetable Fiber Producers' Association, at St. Paul, Minn., January 14, 1897, this association being composed of—

Minnesota Flax Co., Minneapolis, Minn. (F. H. Warden and A. H. Swett).  
Nebraska Binder Twine Co., Fremont, Nebr. (B. W. Reynolds).  
Floyd Valley Flax Fiber Co., Sioux City, Iowa (T. P. Gere).  
Messrs. S. C. Furlow, Webber, Knowlton, and Richardson, Rochester, Minn.  
Eau Claire Linen Co., Eau Claire, Wis. (H. C. Putnam).  
Messrs. A. D. Fleming & Co., Albany, Wis. (Frank Woodhead), manufacturers of linen.  
Mrs. O. N. Olberg, Albert Lea, Minn.  
Dr. W. H. H. Dunn, Lincoln, Nebr., hemp grower.  
Dr. A. W. Thornton, West Ferndale, Wash., recently special agent Department of Agriculture.  
Prof. W. M. Hayes, agriculturist, Minnesota Experiment Station, St. Anthony Park, Minn.  
Prof. Harry Snyder, chemist, Minnesota Experiment Station, St. Anthony Park, Minn.  
Jno. Niblock, Anderson, Ind. (intermittently in flax and hemp since 1861).  
J. K. Brady, manufacturer of upholstery tow, Dodge Center, Minn.  
C. B. Eenkema, manufacturer of upholstery tow, Clara City, Minn.  
Geo. N. Lyman, jr., manufacturer of upholstery tow, Minneapolis and Fari-bault, Minn.  
John T. Smith, manufacturer of upholstery tow and hemp grower, Heron Lake, Minn.  
St. Paul Linen Works, St. Paul, Minn. (M. D. Miller).  
Moses Jerome, hemp grower, Columbus, Nebr.  
John Heaney, hemp manufacturer, Gridley, Cal.  
R. W. McRery, hemp manufacturer, Frankfort, Ky.  
W. J. Loughridge, hemp grower and manufacturer, Lexington, Ky.  
W. G. Dance, Minneapolis, Minn., farmer in North Dakota.



The purpose of this organization being to foster and promote the culture and manufacture of vegetable fibers in the United States, by individual and associate effort, and by legislative enactment or otherwise, through its executive committee, herewith submit the following:

Believing in the policy of protection to American industries, and being cognizant of the almost utter extinction of the flax and hemp fiber business (which formerly flourished largely) because they have not been properly or adequately protected against foreign fibers, which are produced either by pauper labor or labor paid in a most niggardly manner, and feeling confident that these industries will revive and be largely upbuilt if they be but given recognition in the tariff schedules to a fair extent—to the degree of equalizing the vast difference between cost of American as compared with illy paid foreign labor—we beg that your committee place flax, hemp, and all foreign fibers upon the dutiable list at the following rates:

## FLAX.

|                                             | Per pound. |
|---------------------------------------------|------------|
| Hackled flax, known as "dressed line" ..... | 5 cents.   |
| Unhackled flax .....                        | 3 cents.   |
| Hackled tows .....                          | 3 cents.   |
| All other tows .....                        | 2 cents.   |

## HEMP.

|                                             |                     |
|---------------------------------------------|---------------------|
| Hackled hemp, known as "line hemp" .....    | 2½ cents.           |
| Russian and Italian hems .....              | 1½ cents.           |
| Tow of either Russian or Italian hems ..... | $\frac{3}{4}$ cent. |
| Sisal hemp .....                            | 1¼ cents.           |
| Manila hemp .....                           | 1¼ cents.           |
| Jute .....                                  | 1¼ cents.           |
| All other fibers not herein specified ..... | 1¼ cents.           |
| Jute butts and rejections .....             | $\frac{1}{2}$ cent. |

## TOW.

|                                       |                     |
|---------------------------------------|---------------------|
| Upholsterers' tow, or flax moss ..... | $\frac{1}{2}$ cent. |
| Flax tow (paper stock) .....          | $\frac{1}{2}$ cent. |

Asking the benefit of your influence and cooperation upon the above and hoping for favorable consideration, we remain,

F. H. WARDEN,  
B. W. REYNOLDS,  
*Executive Committee,*  
*National Vegetable Fiber Producers' Association.*

## FIBER RAISING CAN BE MADE PROFITABLE.

MINNEAPOLIS, MINN., *January 7, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We have found it impossible to be personally present at the hearings of your committee upon the schedule covering flax, hemp, jute, manila, and other vegetable fibers, and therefore take this late opportunity of setting before you our views upon this subject. We have established a small mill for the production of flax fiber for spinning purposes, and are using our best endeavors to educate the farmers to raise flax for this purpose and have made some material progress, but it is daily more apparent to us that there is a dire necessity for an import duty upon flax and hemp fibers and tows if we expect to live and to expand this



industry to any extent whatever. Every requisite of climate and soil is now prevalent here in Minnesota and the Northwest for the establishment of this industry upon a very large basis, and this is evidenced by the quality of product which we have already obtained, although only established a comparatively short time. Our farmers have found the raising of flax straw for fiber the best paying crop they have had this last season, but these prices which we have to pay and the cost of labor make it questionable if others will go into this business unless there is some additional incentive than the prices now obtainable in our markets, and we believe this can only be improved by adequate protection upon these fibers against foreign fibers produced by labor that costs 50 to 75 per cent less than ours.

Our flax is obtained by the expensive process of water retting, such as is followed by the Belgians, French, Irish, and other European countries who produce the highest grades of fiber. But a very serious doubt exists in our minds if we can continue to pay the cost of our labor and compete with foreign flax, unless some protection is given us by the payment of duty by this foreign flax. We think only a fair protection would be afforded our industry by a duty of 5 cents per pound on hackled flax, known as "dressed line;" and 3 cents per pound on scutched flax, known as "line" flax; and also the same upon tows, known as "hackle tows;" while other grades of tow should pay at least 2 cents per pound. Under such protection we believe that the flax and hemp industry would become a business of vast magnitude in this country, and we do not see how they can become such, until practically the above rates of duty are established. It is our opinion also that all foreign fibers including sisal and manila hemp, New Zealand flax, jute, Russian, French, Italian, Hungarian hems, and tows made from them, should all pay duty of some sort; but as to the amount of these, the writer does not feel competent to state, because of not being as intimately acquainted with those fibers as with flax and hemp. We trust, therefore, that you will give your serious consideration and cooperation along these lines, as in that way we may grow at home these valuable fibers instead of sending our money abroad for them. Were there a question of our ability to grow these fibers it might be different, but our ability to grow them is abundantly established as numerous testimonials of ours testify.

We now beg to say that the following seem to us only fair and adequate:

Hackled flax, known as "dressed line," 5 cents per pound; unhackled flax, or merely "scutched flax," 3 cents per pound; hackle tows, 3 cents per pound; all other flax tows, 2 cents per pound.

In connection with this I beg to state that we follow the extremely expensive water retting process, similar to that of Belgium, which produces the finest grades of flax, and the cost of the labor alone is 75 to 85 per cent of the amount requisite to produce the fiber. While it is true that flax may be called the "raw material" of the spinners, it is our manufactured stock, and with this heavy outlay for cost of labor, amounts named above are certainly not excessive. There is another process followed for producing flax—that followed by the Canadian mills, and Messrs. James Livingston & Co., of Yale, Mich., which is called the dew retting process, and consists of spreading the flax straw upon meadows and allowing the dews and rains to ret it—a similar process to that of producing Kentucky and other American hems. This process is considerably less expensive than the water retting process, of which we are the sole exponents in this country at this time.



I can assure you that with proper protection, a vast industry will spring up in a very short time, and our own State of Minnesota is eminently fitted to stand at the head of this list.

MINNESOTA FLAX CO.,  
F. H. WARDEN, *President*.

### JUTE A DECEPTION AND FRAUD.

NEW YORK, *December 29, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

Shoddy is wool's greatest foe and our people's worst enemy. The grinding up of old rags, ever growing weaker and nastier, drives down the price of wool and clothes us with poorer garments. It is perpetual motion. Woolgrowers keep posted on shoddy. There is no value in it, only for the selfish and greedy to deceive and swindle us with it. Shut it out.

Jute is a shoddy fiber. In report No. 8, United States Department of Agriculture, on the culture of hemp and jute in the United States, Mr. Charles Richard Dodge says (p. 7) that jute has destroyed our hemp industry; that thirty-seven years ago we produced 75,000 tons per year, and last year hardly 5,000 tons. On page 23 he says that during 1894-95 over 160,000 tons of jute fiber and butts were imported here. On page 28 he says that several American plants, called weeds, produce better fiber than jute; that jute, compared with other fibers, is very inferior; that it has little durability, can not stand dampness, and rapidly deteriorates. On page 29 he says that sooner or later its use as a cheapener will be viewed as a criminal offense.

If we need and can use cheap fibers like jute we can grow them here, and our agricultural interest will give them to us. It is bad enough to have with us poor, cheap trash, but for heaven's sake do not let the rotten, fallen, 5-cents-a-day labor of India flood us with its filth. The amount of cheap foreign fiber trash sent here is beyond finding out; it is in many things woven or spun that come here. In November, Calcutta says there is 430,000 bales of jute afloat, and of this only 22,000 bales were for the United States. But in some shape most of the balance gets here. Put a heavy specific duty on it and on everything which it is a part of. It will come in in spite of any duty you put on it, but if we must have it a heavy duty will help us to grow it here. At present it is to cotton what shoddy is to wool, and fills our houses with millions of pounds and yards of fiber trash, where good cotton should go, to be used by thrifty women for clothes and garments.

The question of a duty on jute raw material is an important one. The jute people are working to have it come in free; they say woven-cloth manufactured goods will be put upon the dutiable list. The only intelligent argument in favor of jute is that it is used for bale covering. There is no argument in favor of jute, raw, on the free list. We may have twenty mills using it. We have thousands of mills injured by it. It is made the basis of oilcloth, carpets, and drapery, and is used as cordage. It is always a cheapener, a deception, and a fraud. Please give this careful thought.

THOMAS M. LETSON.



**GOOD FIBERS CAN BE PRODUCED HERE.**ROCHESTER, MINN., *January 8, 1897.***COMMITTEE ON WAYS AND MEANS:**

We, the undersigned, being interested in the culture and manufacture of flax and flax fibers, and having investigated the possibility of building up the industry in this country, find that we have all the advantages in the way of producing the flax, but that we can not successfully compete with the cheap labor of other countries in the manufacture thereof unless we are afforded protection. We are firmly of the opinion that just as good fiber can be produced here as can be produced anywhere, but unless protection is afforded capital can not be induced to invest in the manufacture thereof on the large scale necessary to make it successful.

We therefore ask that your committee give this matter careful attention, and see that a sufficient duty is placed upon all foreign fibres, including jute, sisal, manila, Russian hemp, Italian hemp, and tows made from them, as well as flax and flax tows, but particularly upon flax and flax fibers.

We believe that if this industry is properly protected it will become one of the great industries of the Northwest.

GEORGE WEBER.

E. A. KNOWLTON.

S. C. TURLOW.

H. M. RICHARDSON.

**A PLAIN AMERICAN PAUPER.**KINSLEY, KANS., *January 7, 1897***COMMITTEE ON WAYS AND MEANS:**

I have neither power nor wealth, though I have sacrificed fifteen years of my life and almost two hands to the development of American fibers. I am to-day but a plain American pauper. I would respectfully suggest that spinners be told that American farmers and fiber producers must be as adequately protected as they. It costs more to produce one pound of fiber than it does to produce one pound of yarn.

WM. J. J. CUNNINGHAM.

**TAX ON FOREIGN FIBERS.**FREMONT, NEBR., *December 29, 1896.***COMMITTEE ON WAYS AND MEANS:**

The territory occupied by the United States of America is adapted climatically to the production of practically all the vegetable fiber required by the various demands of its people. Actual commercial experiments have demonstrated that in the southern sections of our country sisal, ramie, and jute can be successfully cultivated, while the Northern States, not excepting those where irrigation is necessary, are admirably adapted to the growth of hemp and flax.

Mr. Dodge, of the Agricultural Department, who has charge of fiber investigation, in his report says that vegetable fibers to the value of \$46,000,000 are imported annually into the United States, \$25,000,000



of which could be retained at home by the production of fibers to which our country is adapted. If, then, we can produce our own vegetable fiber in this country, the question is, Why do we not do it?

The answer to this question involves an analysis of all the facts and conditions which surround the business of fiber production, both abroad and at home. The elements of cost which enter into the production of fiber are practically the same in foreign countries as in our own, the principal item in both being that of labor. The term "labor" is one of wide signification, as applied to the fiber producer of America. It means the farmer and his hired men. They are enterprising and intelligent. Their desire is to secure a competency for old age, to give to their children the advantages of our civilization, and they demand as a reward for their labor a sufficient compensation to maintain and improve their condition.

The term labor as applied to the production of fiber in foreign countries means something entirely different from that of this country. It means in the Philippine Islands, the home of manila production, a semi-civilized native cooly; in Yucatan and the Bahamas it brings to view the degraded peon and Indian; in India, the great cesspool of disease and cheap products, where our imported jute is produced, it means a standard of living which is still desirous of feeding infants to the sacred crocodiles of the Ganges; while the labor which produces Russian and Italian hemp is even at this time affording ground for Congressional action looking to its exclusion from this country. We do not believe it necessary to quote authority in proof that the wages paid for labor in the countries mentioned—Philippine, Yucatan, Bahama, India, Russia, and Italy—are very much lower than those of the United States. We think it will be conceded that one-fourth the pay received by the labor of this country would be considered a princely pay for them.

The situation as it presents itself might be properly compared to two mighty armies standing ready to engage each other—the one civilized, enlightened, intelligent, and worthy, the other semicivilized, uncivilized, and despicable. The reward offered the victorious one is the grandest trophy of the modern commercial world, namely, the privilege of supplying the American markets.

You, gentlemen, are the commanders in chief of both these great armies of labor, and hold the balance of power which shall determine to whom the prize shall be awarded. Either one of two things must happen if fiber is produced in this country; either the wages paid these two armies must be reduced to a common level, or a tariff fortification constructed which shall exclude, except upon the payment of a tariff high enough to protect, the product of the labor of the tropics.

In arriving at a conclusion as to what the proper measure of protection is, it will assist materially the investigation if you take notice of the fact that the fiber consumers of the United States are identically those who, under proper protection, will be fiber producers. As an illustration, the farmer who now consumes binder twine produces wheat or corn, with the proceeds of which he purchases twine made of sisal or manila. Let us instance a wheat farmer who requires binder twine for his harvest. He must produce and sell of wheat enough to pay his twine bill. The more wheat he raises the more twine he uses. Suppose that instead of selling wheat to pay his twine bill he produces five acres of American hemp or flax, which is adapted to the manufacture of binder twine, the fiber of which, under protection, he could sell at a fair profit. By so doing he has accomplished a triple purpose; he



has made a profit on his fiber with which he can buy his twine; he has reduced his acreage of wheat, thereby enhancing its price, and he has further helped to retain in this country a portion of the \$30,000,000 which we are now annually sending abroad for fiber under a no-tariff schedule. In our judgment, such action as would bring about the production of domestic fibers would affect favorably a larger percentage of our people than any other one measure which Congress can enact.

In this connection we desire to quote from the report of Mr. Dodge, made to the Agricultural Department, footnote, page 66, report 1892, as follows:

It is claimed that if manila, sisal, sunn, New Zealand, and other hemp substitutes are placed upon the list of free raw materials it will be because some of the farmers in the West have demanded it, in view of the present agricultural depression, to cheapen the present cost of binder twine. No doubt, should this occur, the few manufacturing firms in the United States who produce binder twine from foreign fibers will thank these farmers who have actually aided them in the accomplishment of a much-desired object that they have been unable to bring about through their own efforts. There are many Western farmers, however, who look at this matter in its true light, as is shown by the large correspondence of the Department relating to fiber matters received since the fiber investigation began. These farmers see what is the fact—that every pound of binder twine used can be made of native-grown fibers; that the twine will be as good as the best manila, run as many feet to the pound, and can be produced at a saving of at least 4 cents a pound from the present prices. With free foreign fibers, the saving to the farmers by the removal of the duty will not be over a cent a pound, and it remains to be seen whether the farmer will get any advantage.

Mr. John Heaney, formerly of Illinois, now of California, a competent authority on fiber production, says 3,000,000 acres of land would be required to produce the fiber consumed in this country, and the question suggests itself to him, as it should to any reflective mind, Would it not be good policy when our agricultural interests are so depressed to give them the healthful stimulant which would be afforded by taking out of competition in the production of wheat, corn, oats, barley, and rye these 3,000,000 acres and produce from them fibers for our own use, as a protective tariff will do?

As stated, it has been demonstrated that all the fibers can be successfully produced in the United States. American hemp production has been carried on more extensively than any other fiber used for cordage, and its history will serve to demonstrate the effects of inimical legislation upon production and manufacture. Under a protective policy the business of producing American hemp fiber attained large proportion. In Kentucky, which has been and still is the heaviest producer, it was for many years one of the leading crops raised by the farmer. Missouri, Illinois, Indiana, Iowa in a way were large producers of hemp, and as many as 75,000 tons, or 150,000,000 pounds, were produced in a single year. Now it is the exception to meet a person outside of a few localities who knows what a hemp field is when he sees one. Think of it: A crop that should be grown as a staple all over our country has hardly a place in the list of farm products. In our State—Nebraska—there are about 4,000 acres of hemp raised, while the binder twine used by that State alone would require the product of five times that amount of land. Now, instead of producing 75,000 tons of fiber per annum, we are producing of American hemp fiber in this country about 5,000 tons. The people who formerly raised the other 70,000,000 are raising corn and other cereals that barely pay the cost of production.

The effect of taking off the tariff from fiber and reducing that on binder twine to seven-tenths of a cent a pound has completely annihilated the business of manufacturing binder twine from American hemp.



There are possibly one or two concerns making it in a small way, but their existence emphasizes how great has been the destruction wrought in the business. Factory after factory, all over the country, have been compelled to abandon the business, causing a loss of investment in plants and machinery which run into the millions. Our concern, the Nebraska Binder Twine Company, closed its twine department in 1894, and has made no twine since. But the most complete illustration of the utter impossibility of competing with foreign fiber without a tariff is afforded by the Minnesota State prison. When first they entered into the manufacture of binder twine foreign fibers were high in price and American hemp low proportionately. Accordingly, a soft fiber plant was installed and ran for several years on hemp, making excellent twine and giving good results. Gradually, however, Yucatan and Bahama, as well as Manila, had increased their production to such a point that the price of fiber declined, aided by the free-of-duty schedule, to so low a figure that American hemp could not be raised and made into binder twine in competition with it. So with convict labor, capital provided by the State, with no interest charge, and a home market the State was compelled to put in hard-fiber machinery, and, accordingly, 3,000,000 pounds of foreign sisal are used in the Minnesota prison, while the flax grower of the State feeds to stock or burns his flax straw.

With a tariff which would enable him to properly handle his flax, a paying industry would to-day be in existence in Minnesota—that of producing flax fiber for cordage and linen. And we are glad just now to be in receipt of an invitation to attend a meeting of the flax and hemp interest of Minnesota, to be held at St. Paul, January 12, 1897, which has for its purpose the determination to make itself heard on this question. The history of the prison plant at Stillwater is the history of every hemp twine factory in the country. True, hard-fiber factories have failed, but from reasons which are foreign to the subject under discussion. A stock-jobbing transaction and a legitimate business of manufacture are very distinct enterprises. We refer to the failure of the National and United States cordage companies, known as the trust. When any concern starts out to do all the business in its line done in this country, as they did, and ignore regular business methods, undertaking at the same time to control the fiber market of the world, it is very apt when brought to book to be compelled to acknowledge in the end that it has no visible means of support. The manufacturer of hard-fiber cordage as well as of soft-fiber cordage have a good right to be protected in their business, but neither has the right to say that he who produces the fiber in this country is not equally entitled to protection. Cordage is a staple commodity; it is one of the necessities of the commercial world; but the old stock argument that the country can not produce its own fiber should be discounted nowadays. The contrary is known to be true. Not alone in the manufacturing of binder twine has the free importation of fiber manifested its ruinous effects.

At one time in this nation's history—and that not more than twenty-five years ago—all the bagging used in covering the grain and cotton of this country was made from flax fiber. Thousands upon thousands of acres of flax were grown for seed and fiber by the farmer at a profit to all concerned. Now, what condition confronts the investigation? The material used for burlap, jute, is not only grown in India, but, to a great extent, the bagging used on American grain and cotton is the product of Indian looms, operated by the labor of that country. If the cotton grower believes he is discriminated against by the placing of a duty on jute let him take a few of his fertile acres from the domain



of old King Cotton and raise his own jute. He can do it successfully; experiments are in evidence to prove it, and the reports on the subject give great encouragement to the business of jute production in our Southern States. The jute imported into this country in 1895 took out \$7,000,000 of our gold, which all were trying to keep at home by putting it under bonds. Suppose we try the experiment of \$50 a ton on jute and jute butts, and keep that \$7,000,000 at home? The interest alone on the \$7,000,000 which we lose annually for jute would more than compensate the advanced price in bagging and cordage. The hemp and tows imported from Russia and Italy have also absorbed a field in the manufacture of fine twines and warps which belong to our flax and hemp growers.

In fact, the whole policy of admitting fiber free is a national business blunder. No one has been benefited, and thousands have been injured. The American has seen his job go glimmering across the waters to those people who owe allegiance to a foreign flag, who pay no taxes here, whose sympathies with our institutions are lukewarm, who love us only because we have opened our doors and invited them in to the rich feast of supplying the American market with fiber, while our own people are starving and crying for bread.

I believe that the committee should recommend a tariff of not less than \$50 per ton on every kind of fiber imported into this country.

In conclusion, we quote from a letter received by this concern from V. P. Travers, of Travers Bros. Company, New York, one of the largest consumers of American hemp in this country: "Unless Congress places a tariff on flax and hemp the business is doomed."

The Republican platform has honored hemp with special mention and promised it ample protection. It now remains for Republican Congress to fulfill the pledge.

NEBRASKA BINDER TWINE COMPANY,  
By B. W. REYNOLDS, *President*.  
O. H. P. SHIVLEY,  
*Secretary and Treasurer*.

### FREE FIBER BENEFITS THE FARMER.

CHICAGO, *January 5, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We learn by the newspapers that an attempt has been made to influence your committee to recommend a duty on raw jute, flax, hemp, sisal, and manila. We have had some experience with all, and have the largest mill in the country for spinning the two last named into binder twine, of which during the last season we made more than one-third of all used in the country.

Flax we have grown experimentally and experimented with largely to find methods of quick retting by chemical or other means. The country's capacity for growing it is unlimited, and if American ingenuity could find the way of preparing the fiber cheaply no tariff would be needed to make its growth profitable; but we do not believe any practicable tariff will produce that result.

As to jute and hemp, we have a mill and a set of machinery for spinning either one into binder twine, and for awhile, by great effort, we sold the product at a price far below that of twine made from sisal and manila, but we had to abandon the manufacture from lack of demand, and to-day nothing except the failure of the supply of sisal and manilla



would induce the farmer to use either jute or hemp binder twine; that is, twines made from the so-called soft fibers.

Sisal and manila are now the only materials used for making binder twine, except a comparatively small amount of New Zealand flax that is used by certain mills to adulterate twines containing manila. The amount of binder twine used in this country is not known accurately, but it is probably about the same as that of rope, and it varies with the harvest, heaviness of straw, etc. Estimates vary from 50,000 to 60,000 tons. At the former conservative figure a duty of \$25 a ton on manila and sisal would be a tax on the farmers of \$1,250,000, to say nothing of rope, and, in our opinion, neither that nor a duty three times as high would force hemp twine on the market, and we say this with an idle mill in which we have manufactured it and in which we might begin at any time. Both binder twine and the raw material from which it is made are on the free list, and the popular demand for free twine was such that no party would dare restore the duty, and it is our opinion that no interest worthy of consideration demands a change in the law. Under it the only importations of binder twine have been from Canada, and amounted last year to less than 2 per cent of the consumption, whereas the price for twine and rope to the consumer has been lessened by the amount of duty taken off the fibers. We have never taken part ourselves in any of the various attempts to prevent the removal of the old tariff of \$25 a ton, although there were manufacturers of twine and cordage before your committee who testified that its removal would oblige them to shut their mills and move their machinery to Yucatan and cheap labor. The result predicted has not happened, but a duty on raw material and none on the manufactured goods would be an outrageous measure and shut every mill in the country without benefiting the growers of American hemp, so far as its use in binder twine is concerned; and if a duty on binder twine is impossible, certainly a tariff on the raw material is impracticable if there is any logic in a tariff law.

The manufacturers are already in competition with the "low-priced labor" of all the world, and that the price of their product is low is proved by the absence of any imports from different countries, even though water transportation is so cheap. There are twine and cordage factories enough in this country to produce three times what the consumption requires, and the competition of this number of mills—many acquired at bankrupt sale—proves further that profits must already be at a minimum.

We regret that we are unable at the moment to find any memorandum of the capacity of the Canadian mills, but the Consumers' Cordage Company, which includes only a portion of them, has, we judge, a capacity of well above 25,000 tons of twine and rope a year, and if with the other mills it is not to day equal to producing all the binder twine and cordage needed in the United States, they would be in that position very soon. At present they are protected against us by the Canadian Government tariff of  $12\frac{1}{2}$  per cent on, not the cost, nor the wholesale price of binder twine in the United States, but the country dealers' cost price.

Besides the direct increased cost to the farmer of a duty on raw material there would also be the increase caused by the larger capital required by the manufacturers, and as binder twine is done up in burlap sacks a duty on them would also add to the cost of the farmers' twine.

We trust you will pardon the length at which we have written.



Business needs a little rest from uncertainty, and nothing but the injustice that might be done if only the representatives of selfish, and in most cases unimportant, interests are to be heard would induce us to protest. Most of the statements to which our letter refers are, if correctly reported in the newspapers, ill founded or based on unjustified assumptions and assertions.

DEERING HARVESTER COMPANY,  
By CHARLES DEERING, *Secretary*.

### THE INTERESTS OF JUTE CONSUMERS.

PHILADELPHIA, *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

As to the placing of a duty on raw jute, there appears no just cause for such stand, except it be inspired by fear on the part of hemp and flax manufacturers that the granting of equitable consideration to the jute industry may work to their detriment. Surely their interests are of too much import and their mode of working too well established to be disturbed by so much cheaper a commodity as jute. It would thus appear—and this I hope never to be forced to believe—that a spirit of rivalry only can prompt such an action.

It can hardly be the object of the hemp men to foster an industry which does not exist, and by reference to Mr. Richard Dodge's recent report to the Department of Agriculture, they will see that even he (albeit the stated success on "experimental farms") points forcibly to the fact that there still remains the insurmountable obstacle of preparing the fiber to any extent at all for practical purposes.

It is thus made evident that if it be the purpose of encouraging any capitalist willing to begin jute culture on an efficient and large scale, aid must first be given to anyone capable of discovering a method of treating jute before it is delivered to the spinners.

So remote is such a success that at least until something definite has been done claiming any merit in overcoming such obstacles no tax can be imposed with any equity on raw jute, nor should the consumption of jute, which is about 100,000 bales annually in the United States, be interfered with until such a time as we are in position to compete against Hindoo labor by means of proper machinery.

All these facts, as forming a just argument against the placing of duty on raw jute, should be taken carefully into consideration, also, by the growers of hemp and flax in the United States, who will certainly grant that although their industry might be benefited in years to come, and when they are so situated as to supply hundreds of thousands of bales of their fibers to replace the enormous quantity of jute now consumed and indispensable to the American farmer as to many other industries, not until then can they argue in favor of a tax which will be a direct loss to all jute consumers. It can easily be seen that a tax on raw jute will simply enhance the cost of its various products to Americans, and that the hemp and flax men will be only helping foreign competition, as the serious evil of such a competition will be enhanced by placing importers on an advantageous footing to the extent of the duty so imposed, to remedy which an additional protection would have to be granted to counteract the unavoidable effect, an effect which hemp and flax growers and manufacturers are not in position, and will not be for many years, to avert.

The fact that jute can be grown, as stated before your committee, in



any place south of Lexington, is of no value; for, even granting this, the growing of the plant amounts to nothing for commercial purposes. "Raw jute" becomes such when only the cuttings from the plant are prepared for treatment by jute manufacturers; before then it is but a valueless stick of wood; and if millions of tons were given as a gift in such a state to the jute mills, it would prove only a costly, useless article, hardly fit for fuel, and certainly entirely devoid of its great value as containing a fiber. In a country covering such a vast area, having all changes and conditions of climate, almost any plant and tree can be made to grow and prosper; but to utilize them for their specific merit is what the political economist must establish, not to waste labor and capital. In many parts of the United States the mulberry tree grows, and acres upon acres could be made to develop it. But of what good to the United States, where we have no silkworms to feed upon its foliage? Surely the silk industry could never be benefited by simply growing the mulberry tree. The placing of a duty on raw silk from foreign countries would never make the tree more valuable to us or foster an industry which as in the case of American raw jute, does not exist.

A. V. DEE,  
*Of the Schlichter Jute Cordage Company.*

#### ADDITIONAL STATEMENT SUBMITTED BY MR. DEE IN BEHALF OF VARIOUS JUTE MILLS.

PHILADELPHIA, PA., *January 2, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

The undersigned, in behalf of the Schlichter Jute Cordage Company, of Philadelphia; the Planet Mills, of Brooklyn, N. Y., and others, begs to petition that the duty on jute yarns (12 pounds to 18 pounds) be placed on a specific basis of 1½ cents per pound specific, equivalent to 35 per cent, at least, ad valorem, as under the McKinley bill. Also that the duty on jute carpets be placed at 6 cents per square yard instead of 20 per cent ad valorem, as at present.

We would also urge that burlaps be placed on the old McKinley tariff.

A. V. DEE.

#### NORTHWESTERN FLAX.

MINNEAPOLIS, MINN., *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

I beg to call attention to the fact that recently in Minnesota and other Northwestern States a most promising start has been made in manufacturing flax fiber products. At least a large part of the immense amount of flax straw now wasted should be utilized. We have no infant industry which can more properly ask for at least temporary encouragement by tariff legislation. Our farmers purchase twine from abroad to bind an immense amount of flax raised for seed, whereas the flax straw would make fiber too good for binding twine, yet this straw is burned or rotted into manure. We have a few struggling, new, long-line factories, and an inspection of them last season makes me feel that this industry is worthy of general encouragement.

W. M. HAYS,  
*Professor of Agriculture in Minnesota State University.*



## HEMP.

(Paragraph 266.)

## STATEMENT OF MR. LESLIE COMBS, OF LEXINGTON, KY.

SATURDAY, *January 2, 1897.*

Mr. COMBS said: Mr. Chairman and gentlemen of the committee, previous to the passage of the McKinley bill in 1890 I was the largest grower of hemp, I think, in this country. By the passage of that bill sisal, manila, and jute, which are largely substitutes for hemp, were put upon the free list, practically destroying the profit of growing hemp, and since that time I have not grown an acre of the product. I therefore come before you to-day absolutely without any selfish interest in this matter, because my business has been so directed now that probably even if a fair protection was put upon the raw material I would not reengage in the business. But my community, my class, the farmers of Kentucky, and the agricultural laborers of Kentucky are almost dependent for reasonable compensation for their labor upon the growth of hemp, and I come before you to-day in their interest. Hemp, as it is grown in Kentucky, is almost altogether a labor crop. I suppose there is no other agricultural product the per cent of cost of which is so largely represented by labor as is hemp. Hemp, as it comes from the farmer's hands, represents at least 50 per cent of its value in a low-priced labor, and no process that is put upon it by the manufacturers, who talk about their finished goods, ever adds so much a per cent of labor as its original production puts in it.

We can not grow in Kentucky, under fair conditions of competition with the West, most of the cereals and things of that sort, and we have been forced on that account to largely direct our attention to hemp and tobacco. The result of growing hemp in Kentucky, in its effect upon the laboring class, has been this: We have there the best behaved, the most intelligent, and the most industrious colored labor that exists in the United States. When he got good prices for his labor in hemp he was the best-paid colored laborer in the United States, and it is a fact that to-day, owing to the fact there was a time when they were able to earn good wages in the production of this product, there is a larger per cent of home owners among the colored agricultural laborers of the hemp district of Kentucky than exists anywhere else in the world.

These men do not expect such wages as these other industries, whose representatives have come before you, where they talk about a \$1.25 and \$1.50 and \$2 and \$2.50 a day as remuneration; their wages have never been based upon a higher earning capacity than a \$1 a day, and with that it is uncertain employment. But it was maintained at about \$1 a day. Even in slave times the master required 100 pounds a day as a task—taking one item of it—in breaking hemp. That covered cost of food and clothing, lodging, fuel, and things of that sort, and even the slave owner paid the slave \$1 a hundred for breaking hemp in excess of this 100 pounds, while the McKinley bill and the Wilson bill have reduced the wages of the freeman to 75 cents and 80 cents a hundred for the same task that the slave owner paid \$1.

I want to state the objections as frankly as any other part of this thing, and one of the objections we met when we were asking for reasonable duties upon these substitutes—Russian and Italian hemp, sisal,



and manila and jute—was that the committee had to give cheap binder twine, and in order to give cheap binder twine they had to give free raw material to the manufacturer. Gentlemen, that idea does not any longer cut the same figure with us that it formerly did. People have found out in our part of the country that cheap buying means cheap selling, and the only people that I have met in this country for some time who want to sell dear and buy cheap have been the gentlemen who are manufacturing these goods, and who insist upon buying under free trade and selling under protection.

It only takes  $1\frac{1}{2}$  pounds of twine to bind an acre of wheat, and if you give us the duty that we think is necessary for the successful production of this crop in America it would only add about  $1\frac{1}{2}$  cents a pound to the cost of the binder twine. That would be something like  $2\frac{1}{4}$  cents per acre. Two and one-fourth cents per acre seems a very small charge against the production of wheat or any other grain.

Mr. JOHNSON. Was hemp ever used as a substitute for sisal or manila in making binding twine?

Mr. COMBS. It was not used as a substitute for sisal and manila because it is the best binder twine that is grown. Sisal and manila were used as a substitute for hemp because they were cheap.

Mr. JOHNSON. Was there a time before 1890 when hemp was cheap enough so as to be commercially used for binding twine?

Mr. COMBS. Yes; and it has the advantage over sisal and manila in that, if the grain is bound with the latter, in many parts of the country there will be occasions during an invasion of grasshoppers when the grasshoppers will feed upon this manila and sisal binding twine and destroy the work done by cheap binding twine. Hemp binding twine resists such an attack of grasshoppers, and even to this day, with the hemp binder twine selling at a very much higher price in parts of the country subject to the invasion of grasshoppers, it is bought by the farmers and the additional price paid for it in order to avoid that risk.

Mr. PAYNE. A large factory in Illinois made hemp twine exclusively, did it not?

Mr. COMBS. Yes. The industry has been entirely destroyed in Illinois, as I understand it, by the free list. They did not raise as good a quality of hemp as we did because they were unable to put satisfactory labor in it and they did not give their product the same care we gave ours. They used more machinery and produced an inferior quality, although they produced it cheaply and in large quantities. This was done both in Illinois and Nebraska, and it has been successfully produced in Minnesota and Missouri. In fact, Missouri was perhaps the first State in point of production in America. It can be grown in California.

Mr. COBB. We do not raise it at all in Missouri now. There used to be a very large crop there.

Mr. COMBS. The duty of 1861 was \$40 a ton on hemp. That lasted until 1870, when it was reduced to \$25. In 1883 it was still continued at \$25. In 1890 Russian and Italian hemp remained at \$25, but sisal and manila and jute, which are the real substitutes and the real dangers to the production of hemp and fibers in this country, were put upon the free list, and the result was what I am sure that committee had no idea of at the time when it consented to that schedule.

Mr. STEELE. The growth of flax is considered very exhausting to the soil, and I was wondering if hemp had the same objection.

Mr. COMBS. It does. You have to raise it either by a judicious course of rotation of the crop on the land or by artificial fertilizer. It can be



done completely by the artificial fertilizer of potash and nitrogen; the product can be maintained under its virgin soil condition.

I know no such protection committee as formulated the McKinley bill ever drew up that bill from an investigation in which the points of the grower of the raw material were presented to them. In fact, the grower of the raw material did not at that time even himself understand how fatal the free transportation of jute and sisal and manila would be to his interests.

I feel I owe it to my people to call the attention of this committee to the influences that were at work then to destroy our business and the influences that have been at work since, and the influences that I am warned will be brought to bear upon this committee—not only this committee but upon this Congress—in order to continue these articles upon the free list.

I am a protectionist from principle, and I shall not attempt to attack the schedules that the manufacturers have had in their interest, but I want to say this, that in 1890 there was an association in this country called the Hemp and Flax Growers and Manufacturers' Association. If there was a grower connected with it until I was invited to join it, I do not know. But I was invited to join the association. I was pleased to do it.

I came on here, and there were a hundred of us, I suppose, of which I was the only farmer or producer that I know of in the meeting. Recommendations based, I have no doubt, upon the merits of the case were made upon all lists of manufactured goods, taking several hours to consider them. When we came to the consideration of the raw material, no one made a motion to continue the tariff on raw material, until finally I suggested that the tariff of 1883 should be continued on such material. There was a pause among these growers of hemp and flax, and finally they suggested that we might imperil the whole business if we asked for too much. I thought possibly they were right, and so having voted in the affirmative I thought we should reconsider all these other schedules and come first to the raw material. But they would not favorably consider raw material, and so finally I had to withdraw from the Hemp Growers' and Manufacturers' Association.

And the result of the recommendations, or influences, or I don't know what, at that time, instead of giving us the tariff schedule of 1883 on sisal, or manila, or jute, placed those on the free list. I would not allude to that except for one purpose. When it was known that the interests of the grower and of the laborer in Kentucky were to be presented to this committee, I was notified that if I dared to even hint at a duty on jute the whole business would be knocked out; that there were powerful influences combined, and that they would see that if we made any effort whatever to put a duty on jute we would be punished for it.

I do not object to a free trader taking a position of that sort, or asking that anything or that everything should be put on the free list; but I confess, when I see those poor laborers around me, those poor negroes who are living in cabins—and they prefer to live in a hut that they own, where they are under their own roof, than to live in a good house that they do not own—when I see these poor people, living in these inferior houses, feeding upon coarse food, wearing coarse clothing, when they ask for a protection that will enable them to provide the ordinary necessities of life for their families, and when I see these rich, influential, consolidated influences thrown against them, it almost makes my blood boil.



I do not believe that these gentlemen know what they are doing. I do not believe that they realize the class of men that they are attempting to grind down into still greater depths of poverty by the recommendations which I understand from their previous course and by their threats to me they propose to secure from this protective Congress which was elected last fall. Look at our own State with regard to the protective policy. When Mr. Cleveland was elected there were 60,000 votes cast in that State adverse to the protective theory. Last fall that State cast its electoral vote for protection.

Mr. EVANS. You mean 60,000 majority?

Mr. COMBS. It was in the shape of 40,000 Democratic plurality and twenty odd thousand Populistic votes. We suffered and perhaps we deserved to suffer.

Mr. EVANS. There was a plank in the Republican platform this last year in favor of protection on hemp, was there not?

Mr. COMBS. There were only four articles that were promised specific protection in the St. Louis platform, as I recollect it—hemp, sugar, wool, and lumber.

We suffered more largely, I think, in the McKinley bill than we otherwise would have done, from the fact that Mr. Carlisle was a member of the committee at that time, and he did not believe in the principle of protection. Previously we had Mr. Beck upon this committee, and if you will follow the hemp schedule you will see that while Mr. Beck was a Democrat and a free trader he had enough of the old Scotch shrewdness and care of home to set aside mere theory, and when we came to the hemp schedule he would say, "Well, gentlemen, if we are going to have protection we will take some of it in ours." As long as he was a member of this committee the raw products fared as fairly as manufactured goods.

Mr. EVANS. Mr. Carlisle did not represent any section of country that grows hemp, did he?

Mr. COMBS. No; he was from the clay banks of the Ohio River, and they do not grow anything much in his district, except, perhaps, statesmen.

We ask, as will be shown in the schedule that will be filed, for a \$30 duty upon Russian and Italian hemp, and \$25 duty upon sisal, manila, and jute, and we are willing to concede, or rather we propose, that instead of a \$25 duty upon raw jute, you make the duty \$20 a ton, and that you will make it a crime punishable by a fine and an imprisonment to sell jute goods as American hemp goods or to color jute goods in a way to impose upon the public and make them think that they are buying American hemp goods—which are vastly superior in lasting quality and in strength of texture to these goods.

Why, gentlemen, they have no more right to bring this cheap, rotten stuff into this country and sell it for Kentucky or American hemp than they have to sell filled cheese or anything of that sort for the genuine article.

We ask that sort of a protection. We ask that our Kentucky hemp and our American hemp shall not be degraded in public estimation as to its character, as to its strength, by this dyed material. Jute is very good for some purposes, and it will be imported largely even if this duty is placed upon it.

Mr. PAYNE. Do they not use hemp in the manufacture of goods?

Mr. COMBS. Yes.

Mr. PAYNE. Don't they use it in Kentucky?



Mr. COMBS. They do not use it on farms. No, we do not use any jute on farms. We sell them straight goods.

Mr. PAYNE. You have enacted no law in Kentucky, I suppose, against that practice that you complain of?

Mr. COMBS. Oh, we have a Republican legislature now, and we will try to fix them.

Mr. PAYNE. I simply wanted to call your attention to that point as being something you might accomplish.

Mr. COMBS. I am glad to have your suggestion.

Mr. EVANS. You speak of imitation, spurious goods, etc.; please explain about that.

Mr. COMBS. I mean this jute, which is of a salmon color, is mixed with the Kentucky fiber, which is of a lead color, and spun and put together, and the jute is stained the color of the hemp, in order to pass it off for American goods.

Mr. PAYNE. How much duty should there have to be on the imitation goods you speak of?

Mr. COMBS. In the first place, I suppose that there should be a duty of an amount equal to the amount placed on the raw material.

Mr. PAYNE. How much would that be?

Mr. COMBS. Under my recommendation, about a cent and a quarter per pound, because there is little waste in sisal, and that is the main thing; and it is the cheapest cordage, probably, made, as far as my information goes. I do not pretend to be an expert, but the cost of manufacturing sisal into binding twine (it being simply a single twist) is very cheap, and very little in addition to that would have to be added in order to cover the difference between that and the cost of manufacture.

Mr. PAYNE. The duty was taken off largely at the instance of the farmer, was it not?

Mr. COMBS. I do not know, although if that is so I don't know how real that wish was on the part of the farmers. I have been informed that a great deal of the newspaper clamor that purported to come from the farmer came from other sources with regard to this.

Mr. STEELE. Would not \$30 be a prohibitive duty?

Mr. COMBS. No; not at all. The reason I fix \$30 is that while the act in force from 1883 to 1890 would be all right to protect us and keep us along where we are (and, in fact, the product went up before the McKinley bill to 11,000 tons, and was increasing), still I say \$30 a ton because this is really an item which if properly fostered can be made a source of immense resource to the American farmer. All the textiles I believe we need can be raised.

Mr. PAYNE. How much hemp was produced in 1890?

Mr. COMBS. In 1889, I think it was, 11,000 tons were produced—previous to the McKinley bill.

Mr. PAYNE. And prior to that there had been a still larger production?

Mr. COMBS. Yes; as far back as 1858 75,000 tons of hemp were produced in Kentucky and Missouri.

Mr. PAYNE. When did the importation of jute begin to affect this industry?

Mr. COMBS. That was at a time when I was not actively in the business, and, besides, we farmers do not keep up very well, and you had better get that information from some of these manufacturers.

Mr. PAYNE. Did the production of hemp increase or decrease after the enactment of the tariff of 1890?



Mr. COMBS. It decreased immediately.

Mr. PAYNE. And has been decreasing ever since?

Mr. COMBS. Yes.

Mr. EVANS. What was the product last year?

Mr. COMBS. About 5,000 tons.

Mr. JOHNSON. What proportion of this 10,000 made in 1890 was made into binding twine?

Mr. COMBS. That is a matter that the manufacturers could answer better than I.

Mr. JOHNSON. There is an impression among those who use the binding twine that we have no home-grown fiber that is used or that can be commercially used to take the place of sisal and manila.

Mr. COMBS. In Illinois, and I think even in Nebraska, they are doing it now. In Illinois in 1889 and 1890 they were growing and rapidly increasing the production of hemp in a way that was entirely different from the old idea of what could be done. They sowed it in great fields broadcast, cut it with the binder machine adapted to the purpose, left it out on the ground in the sun and rain, and then ground it in a machine, crude in its form, but undoubtedly if it had continued to be made in that way they would have improved their facilities; and as it was, they produced a first-class rough, tangled fiber, first-class in strength, first-class as compared with jute, not equal to sisal or manila for binding twine, but a fiber that would make excellent binder twines, as I am informed. There is no kind of twine now made of hemp, or at least only in very limited quantities.

Mr. JOHNSON. If I remember correctly, before 1890 I used some of that binder twine, and I found it practically worthless. It is too soft. It snarls up in the needle.

Mr. COMBS. Probably it was a single twist.

Mr. JOHNSON. Yes; all the binder twine is single twist.

Mr. COMBS. We found that with hemp it made it more expensive on that account. We had to make it in three small threads and run it together in order to get a uniform cord that would be satisfactory—and that is entirely satisfactory. I used chain cordage at that time when I was interested in hemp. There was a binder-twine mill that was making a binder twine with a Kentucky hemp, a twine that was about one-fourth Kentucky hemp and about one-half jute and the rest paste, and tremendous quantities of that were sent out. I was afraid you had got hold of some of that.

Mr. JOHNSON. We supported putting sisal and manila on the free list on the theory that they were raw material and that they could not be produced in the United States.

Mr. COMBS. I am sure that that committee, from its character and from its political opinions and its ideas in regard to protection, would not have done it upon any other idea.

Mr. TAWNEY. The State of Minnesota is manufacturing binding twine, and has experimented with all of the fibers grown in this country and has not been able to find, as I understand it, one that has yet proven satisfactory.

Mr. COMBS. Of course it would not be as satisfactory. A thing that is not as cheap as something else is not as satisfactory.

Mr. TAWNEY. The material is not satisfactory, for the reason that it does not give as good twine. The twine was not satisfactory to the farmer.

Mr. COMBS. I think that while the objection can be justly urged, under existing circumstances, that the American farmer could depend



on American hemp for his binding twine, I think it can be demonstrated that with proper protection hemp can be grown and twine manufactured in this country that is thoroughly satisfactory in every respect as to quantity and as to costs.

Mr. EVANS. How much more expensive is it for an acre of wheat than jute?

Mr. COMBS. I say that if sisal had a duty of \$25 a ton added to it, which we ask for, that that duty would only add  $1\frac{1}{4}$  cents to the cost of a ton, and whatever may be allowed the manufacturer, either with raw material or dutiable material, would only add  $1\frac{1}{4}$  cents to the duty which you give him to protect his manufactured interest, and that that would only amount to  $2\frac{1}{4}$  cents an acre of the grain, bound.

Mr. EVANS. A very infinitesimal amount.

Mr. COMBS. In other words, there is no objection, positively, that can be urged against this protective tariff that can not be urged with equal justice against any protective line. I don't stand before you to pretend that if you put a duty on this raw material the consumer can buy the product as cheap as without it, but I say that I take it for granted that other interests are going to be treated alike; that our hemp interest and all other interests are going to be treated on one protective basis, and if I pay a little more for my binding twine, as I cheerfully do, I will get more for my wool from this same process of protection. But I am not in the attitude, nor do I think the farmer is in the attitude, of expecting to buy what he uses through free trade, and then get benefits of protection on what he sells. I think that we, and I am free to say I think that these manufacturers in the East, also, should stand upon the broad basis of a fair protection for everybody instead of simply a fair protection for what they sell and free trade for what they buy.

Mr. EVANS. You said that a law ought to be passed to prevent fraudulent imitations of hemp textiles. I would like you to explain that.

Mr. COMBS. I mean to say that we could stand a lower protective duty upon jute if it were forced to stand upon its own merits in the market than we can if it is allowed to come in from India and then misrepresent itself and injure the character of our product—being sold for American goods when it is not, being of vastly inferior quality and strength.

Mr. EVANS. What is done, if anything, to make it appear to be domestic?

Mr. COMBS. It is dyed.

Mr. EVANS. It was about 1878 they commenced to use binder twine?

Mr. COMBS. I don't remember exactly. They first used wire. It was about that time.

Mr. EVANS. It was in 1883 that the revision of the tariff placed  $2\frac{1}{2}$  cents a pound on binding twine to protect it.

Mr. COMBS. Yes.

Mr. EVANS. Did not the price of binding twine within the next five years drop to half what it was under the impetus given it by the establishment of about forty manufacturing establishments of binding twine?

Mr. COMBS. I have no doubt that is true, and that it could be ascertained, but I have not the figures to be able to state whether that was the fact or not.

Mr. PAYNE. If those manufacturers were established so rapidly, the foreign fibers went up in price, didn't they?

Mr. COMBS. They went up in price, some said, because there was this unusual demand for them, and others said it was on account of a pool being formed.



Mr. PAYNE. And the largest development of binding twine was when the manila and sisal and jute were bringing high prices?

Mr. JOHNSON. In 1884 I paid 24 cents for my binding twine and last year it cost me 6 cents.

Mr. COMBS. What did you pay for it in 1889?

Mr. JOHNSON. About 10 cents.

Mr. COMBS. There, you see, is a loss of half under the same duty for the raw material.

Mr. JOHNSON. After the establishment of these American factories.

Mr. COMBS. I would like Mr. Van Horn, of Missouri, who is very familiar with this subject, to state the fact he has shown to me—that the growth of hemp would be immediately resorted to with great pleasure on the part of Missouri farmers, if they were only given adequate protection on the raw material.

**STATEMENT OF HON. R. T. VAN HORN, A REPRESENTATIVE FROM  
THE STATE OF MISSOURI.**

SATURDAY, *January 2, 1897.*

Mr. VAN HORN said: Mr. Chairman and gentlemen of the committee; there is no doubt at all that this last statement of Mr. Combs is true. The part of Missouri from which I hail, some fifteen or twenty counties in that section, is probably the best hemp-producing region in the United States, and produced the most hemp up to 1864 or 1865. If there was a duty on hemp now it would justify our entering upon that industry again. It would become, as it was for many years, the leading agricultural industry of the State of Missouri, perhaps, next to corn.

Mr. COBB. That is true.

Mr. VAN HORN. That is the finest hemp country in America—that part of Missouri immediately surrounding the district I represent and including it.

If you will permit me to say, I think our doctrine of protection is becoming one-sided—that it means the protection of the manufacturer and not the producer of raw material. I will give you a little incident that happened in my own experience here. I think it was in the Fortieth or Forty-first Congress. One of the best personal and social friends I had in the House of Representatives at that time was from your State, Mr. Chairman. I believe he is now your chief justice. What we called the Schenck tariff bill was before the House, and we wanted \$40, I think it was, on hemp. I was watching the progress of the bill through the House. A little while before we reached the hemp schedule I went to my friend from Maine and asked him if he could not cooperate with me in this respect. He looked at me in his quaint way and said, "You want me to come back to Congress, don't you?" I said that I most certainly did; that I could not do without him. He said, "My people build ships. They want oakum; they want cordage; they want sails, all at the lowest figures they can get them. I am sorry I can not help you." I excused him. Things went along until the lumber schedule came up, and then he came around to me and said he was very sorry he could not help me on hemp, but "Now we have come to the lumber schedule," and he thought I would help him. I put the same question to him that he had put to me, and he said, of course, he wanted me to come back to Congress, but that he could not vote for



hemp. I said to him, "I live in a prairie. We have no timber; we make fences of pine lumber."

From that time I have had the conviction, which has been verified by legislation, that our protection means too much the protection of the manufactured product and not of the raw material that enters into it. The hemp industry in my State, which was the largest industry in it, has been totally destroyed by this policy. If you will do what our friend from Kentucky asks, I have not the slightest doubt that within a few years we will be able to concentrate sufficient labor and industry and enterprise of the people of Missouri on that product so that it will become the second leading agricultural interest of the State, while now it is absolutely destroyed.

I have nothing in detail to enter into, am not master of the question sufficiently to do so, but I can subscribe to everything my friend from Kentucky has said upon the subject, and I really believe that by the restoration of the hemp duty Missouri would be benefited even more than Kentucky.

Mr. COMBS. I would like to present to the committee resolutions embracing the action of 24 colored churches in my State, showing how the colored laborers of Kentucky stand upon this question. Many of these people can not read or write. They have inferior advantages for reaching legislation, but so much were they interested in this question that while this thing was only considered for a few days, on the Sunday before I came here 24 churches, by resolutions, requested that this duty should be provided for.

The only respect in which I differ from my friend here is, I do not think manufacturing interests have ever been too much fostered in this country by protection. I do not think they have been too much protected by tariff legislation. But I do think that some interests have had insufficient protection.

Mr. VAN HORN. You misapprehend me. I do not believe manufacturing interests have been too much protected; but I wanted to be understood as saying that where one interest gives way it is the producing interest.

#### STATEMENT SUBMITTED BY PRODUCERS, DEALERS, AND MANUFACTURERS OF AMERICAN HEMP.

##### COMMITTEE ON WAYS AND MEANS:

The undersigned have been selected as a committee to represent the producers, dealers, and manufacturers of American hemp, and respectfully recommend that you fix in the schedule of flax, hemp, jute, and other vegetable fibers the following tariff rate, to wit:

Russian and Italian hemp,  $1\frac{1}{2}$  cents per pound; hemp hackled, known as line hemp,  $2\frac{1}{2}$  cents per pound; upon tow of either Russian or Italian hemp, three-fourths cent per pound; sisal, manila, and jute, each  $1\frac{1}{4}$  cents per pound; and upon all other vegetable fibers not specified elsewhere in this bill  $1\frac{1}{4}$  cents per pound, except jute butts and rejections, which are used in the manufacture of paper and cotton bagging and on which we do not ask that a duty be placed.

The duties herein recommended are not excessive. Indeed, when it is considered that all fibers of importation are produced in the countries of the cheapest labor of the world, they may be considered most moderate, and only covering to a partial extent the difference in the labor cost of these fibers with such fibers as can be raised in this country.



From the time the first tariff bill was considered, in 1789, until the present day the production of vegetable fibers in this country has never been fostered by an adequate protective duty. This country, with an allowance for the difference in labor cost, can produce every pound of jute which we would consume, of a quality in many instances superior to the India product. (See *American Jute Culture in the United States*, by Charles Richards Dodge, special agent, Government print, 1896.)

With even such inadequate protection as was afforded by the act of 1883, the production of hemp had increased from about 5,000 tons per annum to about 11,000 in 1889.

The experience of the past warrants the assertion that hemp will grow to advantage from the good soil in all the Middle States and Middle West, and under proper encouragement immense quantities of this fiber, sufficient to answer all requirements of this country, may be grown. And the processes of production will be so simplified and improved by machinery that ultimately the cost will be reduced to the consumer to a lower level than now exists. In the year 1859 the three States of Kentucky, Missouri, and Illinois produced over 70,000 tons of hemp. During the year 1896 there were imported 917,656 bales of jute, manila, and sisal, which at an average of 400 pounds to the bale would equal 183,531 tons, and the importations of Russian and Italian hemsps and tows and similar fibers would bring the amount up to about 200,000 tons.

From the facts stated, we think there can be no doubt that this country is capable of producing hemp in an amount equal to the importation of the fibers just mentioned; and while it is neither claimed nor expected that such an enormous expansion will occur, still, if the duties levied on foreign fibers will equalize conditions, a home-grown product will largely supplant the foreign article, give employment to many thousands of our people, and millions of dollars that now go abroad would remain at home, to the great advantage of this country. The chief opposition to the duties we propose comes from the manufacturers of foreign fibers whose attitude is that of importers, and, as is usual with that class, are for free trade in what they buy, though demanding a protective tariff on what they produce. Such a position is not only glaringly inconsistent, but is shortsighted policy on their part, as protection on such a foundation can not endure.

We respectfully call your attention to the fact that the duties recommended from an *ad valorem* standpoint are less than those requested by almost any industry which has appeared before your committee; to the fact that all agricultural products to which our climate and soil are adapted should be raised exclusively in this country.

That while the apparent effect of this schedule might be to add  $1\frac{1}{2}$  cents per pound to the cost of binder twine, this would only amount to  $2\frac{1}{4}$  cents per acre of grain bound, and that the production of the material for these twines by American farmers would more than offset this slight increase of cost.

The rate requested is the minimum that will secure the desired results, and the power of substitution is so great that to put any one of these fibers on a lower rate will destroy in a great measure the efficacy of the whole bill. No objection can be made to this schedule that can not be urged against any protective tariff.

We wish to call your attention also to the fact that few schedules will better serve the needs of the country, inasmuch as this schedule will, upon the basis of the importation of foreign fibers during 1896, as



shown above, add to the income of the Government about \$5,000,000, and at the same time develop a great industry in this country, give diversity to our agricultural products, and render us independent of importation for a standard article of consumption. It is short-sighted policy to shape legislation with reference merely to the present.

Sisal and manila and foreign fibers generally have been abnormally low for a period of three years. Prior to July 1, 1893, manila for ten years had not touched a point below 6 cents, nor sisal below  $4\frac{1}{2}$  cents (except once for a short time), while the present price for manila is  $4\frac{1}{4}$  cents, and sisal  $3\frac{7}{16}$  cents. There can be no question that these extremely low prices have been caused by an extraordinary combination of circumstances, which are well understood, but which the limits of this paper will not permit us to present for your consideration. In due time the pendulum will swing the other way, and with the restoration of normal and higher prices American hemp may exert a restraining influence on fiber cost.

The Republican party pledged itself in the St. Louis platform to ample protection to the three great agricultural products, wool, hemp, and sugar, and we submit our requests with full confidence that justice will be done this interest.

The capabilities of American flax have not been noticed, but are worthy of consideration.

Your attention is also respectfully called to appended memorials.

LESLIE COMBS.  
R. W. McRERY.  
R. C. MORGAN.

*To the United States Congress:*

(Through the Ways and Means Committee of the House.)

We, the undersigned citizens of Lafayette and Saline counties, Missouri, living near Waverly, in accordance to previous invitations given by said committee, beg leave to make the following suggestions concerning the growth and culture of hemp:

As we understand, American hemp has been supplanted in our market by a foreign importation of jute, sisal, manila, and various seaweed in the manufactured and crude state. These foreign products, as we are informed, are produced by the cheapest labor of oriental countries, and are imported into our country to such an extent and in such vast amounts, and can be sold at such low prices, as to make the growth and culture of American hemp in competition with said foreign products impossible, and hence the abandonment of hemp raising in this country.

Both this soil and climate are eminently adapted to the production of hemp, and the largest prosperity ever enjoyed by agriculture in ten of the best counties of this State was when hemp was the chief agricultural product. Now, as we understand most of the national revenue has to be raised by impost duty, we therefore respectfully submit that a duty on the above-imported articles, for the purpose both of revenue and protection, will subserve the best interest of agriculture both in this and other sections of the country.

We, Republicans, Democrats, and Populists, irrespective of party affiliations, submit the foregoing to the end that our lands may be more remunerative and thousands of idle laborers employed.

M. C. SHEWALTER and 66 others.

LINCOLN, NEBR., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned, citizens of the State of Nebraska, feeling a deep interest in the cause of the producers of this State, and believing that the tariff schedules now under consideration by your committee are a matter of the greatest importance to this section of the country, do most respectfully ask that an adequate duty for the protection of the farmers of this country be imposed upon all foreign fibers, including jute, sisal, manila, Russian and Italian hemp and tows, and flax and flax tows that come into direct competition with the American product. They also ask for a tariff on hay, wheat, barley, oats, and all cereals and seeds produced in the United States that shall secure the home market to American agriculturists for their staple productions.

The competition of the foreign producers of these raw materials and grains and feed



under the present tariff schedule has greatly injured the agricultural interests of the West, not so much by the lowering of the price as in forestalling the market and rendering a very large amount of our products unsalable on account of the large amount of the foreign product that is imported and that can be sold especially on the Atlantic seaboard through cheap labor and low rates of ocean transportation, and thus crowding out American producers from their own legitimate market.

W. H. H. DUNN and 109 others.

**STATEMENT SUBMITTED BY MR. FRANK L. BABBOTT, OF THE  
CHELSEA JUTE MILLS, OF NEW YORK, N. Y.**

NEW YORK, *January 7, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

Before referring to the jute industry we wish to reply briefly to the appeal made before your committee on January 2 for a duty on fibers competing in any way with Kentucky hemp. We hesitate to make any opposition to the growers of this fiber, but we feel that the duties which they ask on other fibers now free would not materially help them. The volume of sisal, manila, jute, and jute butts is so great that we believe it would be unjust to place a duty upon them to protect a crop that is itself so very small. The importation of these fibers for the year 1896, as reported by W. S. Daland, was 1,229,000 bales, averaging  $362\frac{1}{2}$  pounds per bale, or 192,277 tons, on which a duty of \$15 per ton would be \$2,884,155. The crop of Kentucky hemp for the last season was stated to your committee to have been only 5,000 tons, worth \$475,000, and has some years of recent date been as small as 3,500 tons. The annual crop of Kentucky hemp in the fifties, according to statement made before the McKinley committee in 1890, was as large as 83,000 tons, and, as stated at that time, went down to 2,500 tons in 1869, a period when the jute industry was little known in the United States and before manila and sisal had been made into binding twine, which is practically the only way in which these two fibers last mentioned could compete with Kentucky hemp to any great extent. That is to say, this industry of hemp growing and manufacturing had almost temporarily passed out of existence in this country before it had entered into competition with manila, sisal, or jute. We do not here refer to the competition of Kentucky hemp with jute butts as that is a branch of the industry with which we are not familiar and very different from the manufacture of jute fiber both in its processes and products.

The average price of a fair quality of jute for the past two years has been a little less than 2.6 cents per pound, f. o. b., New York, of which there is a very small percentage of waste in course of manufacture. The price of sisal for shipment January 1, 1897, was  $3\frac{3}{8}$  cents per pound and has been as low as  $2\frac{5}{8}$  cents, f. o. b., New York. Of this product there is practically little or no waste in process of manufacture. The average price of Kentucky hemp for the last four years has been \$112 per ton, f. o. b., New York, but sometimes it has fallen below \$100 per ton. The last quotation made to us this month by Colonel Morgan, of Kentucky, was \$95 per ton, f. o. b., New York. Add to this a loss of waste in manufacture of 20 per cent and the net cost of the fiber is 5.3 cents per pound. So you will see that Kentucky hemp is so much more costly in New York that it can not be practically used in products where it competes on even terms with either sisal or jute. The great use of sisal is for rope and binding twine.

The principal jute products manufactured in America are yarns and woven goods, with which Kentucky hemp does not compete, a good jute yarn selling as low as the net price of raw Kentucky hemp. Jute does



compete somewhat with Kentucky hemp in the manufacture of wrapping and sale twines, but this is really a very small and insignificant part of the jute industry. We are, therefore, at a loss to see how a duty of 20 per cent, or \$15 per ton, upon jute or sisal would in any way be of a benefit to the grower of Kentucky hemp. We admit that jute is sometimes with Kentucky hemp in the manufacture of twines, but only to a very slight extent, and mixed even by mills in Kentucky when it is to their interest to do so.

We do not know of a pound of jute binding twine having been made in five years in this country. We ourselves were at one time large manufacturers of it, but have been unable to make a pound of it in six years at a cost that would enable us to compete with the market price of sisal binding twine. The competition that has of late years been most detrimental to Kentucky hemp, as well as jute, has come mostly from sisal, which, on account of its low cost and cheapness of manufacture, has practically driven binding twine made from jute or Kentucky hemp out of the market, the price of sisal binding twine for several years having been below the net price of raw Kentucky hemp. The cost of manufacturing a pound of binding twine from sisal is so much less than it is from either Kentucky hemp or jute that with the three raw fibers at the same price it would be impossible for jute and Kentucky hemp to compete with sisal in the binding-twine market. We do not see how it would be possible for any legislation to change the economic laws that brought about this result. It was stated before your committee on January 2 that the importations of jute in this country were 2,000,000 bales per annum. As a matter of fact the average importation of jute for four years, as reported by W. S. Daland, has been 129,986 bales of 400 pounds each. These figures do not include jute butts, which are the stubble of the jute plant and are not used for the same purposes as the upper part of the stalk or jute fiber. We would suggest for your consideration the following rates of duty on jute and jute products:

Raw jute, free.

Single yarns made of jute, not bleached, dyed, or stained, 30 per cent ad valorem.

Burlap, not exceeding 60 inches in width, made of jute single warp and single weft, uncolored or unbleached, in whole or in part,  $1\frac{3}{4}$  cents per pound.

Hemp and jute carpets and carpetings, 5 cents per square yard, valued at 15 cents per yard and under.

Bags for grain, undyed, uncolored, or unbleached, in whole or in part, 2 cents per pound.

All other manufactures of jute valued at 5 cents per pound or less, 2 cents per pound; valued above 5 cents per pound, 40 per cent ad valorem.

We wish to call your attention to the remarkable growth of the jute industry of Calcutta. It has increased about 130 per cent since 1890, when, according to the Blue Book of India, there were more than 50,000 people employed in it. It is now more than twice as large as that of Dundee. This change in the business has brought us much more directly in competition with cheap India labor than we were six years ago.

We wish, in making this report to you, to refute the statement so often made that no burlap is manufactured in this country, and to call your attention to the detailed report made by William Rutherford, esq., of Oakland, Cal., showing that there is sufficient machinery on the Pacific Coast alone, bought for making burlap, to produce annually



21,774,000 yards, and particularly to emphasize the fact that some of this machinery, bought just previous to the passage of the Wilson bill, is now lying in the original cases in which it was shipped to America, which have never been opened. We have machinery in our own works suitable for the manufacture of yarns, carpets, burlaps, etc., much of which we have been unable to operate since the passage of the Wilson bill.

CHELSEA JUTE MILLS,  
FRANK L. BABBOT, *Treasurer*.

#### JUTE AS A COMPETITOR OF AMERICAN FIBER.

FRANKFORT, KY., *January 11, 1897.*

##### WAYS AND MEANS COMMITTEE:

The letter of the Chelsea Jute Mills abounds in inaccuracies and inconsistencies. For instance, they say that manila and sisal do not compete with American hemp except on binder twine, which is not true. Very large quantities of two and three ply sisal twine are made for tying heavy packages and displace a corresponding amount of heavy hemp twine. Again, the trouble with jute binder twine has not been so much its inability to compete with sisal in price as that it has proven unsatisfactory. There is throughout the communication a studied effort to belittle the American hemp industry by speaking of it as the Kentucky hemp industry. Kentucky, it is true, has been more largely interested in the cultivation of hemp than any other State, but many other States can cultivate it successfully, and as a matter of fact the past year the largest hemp raiser in the United States was Dr. W. H. H. Dunn, of Lincoln, Nebr., who cultivated 1,000 acres of hemp, a crop six times as large as the largest grown by any one in Kentucky.

The question of adulteration by mixing jute with hemp is evaded by making a countercharge against Kentucky manufacturers. As far as we are concerned, we have never misrepresented the character of our goods. To manufacture oleomargarine may be all right, but to sell it as pure Alderney butter is to practice a deception and is reprehensible. If, as some contend, oleomargarine is more wholesome than butter, the deception does not otherwise injure the buyer, but in case of jute used as an adulterant, in addition to the deception an inferior article is palmed off upon the consumer, to his inconvenience and pecuniary loss. There is therefore force in our request that this fiber should be made dutiable, so that there will be less inducement to commit this fraud.

I beg leave to call attention in this connection to the fact that, owing to its weakness, it takes a twine about twice as heavy of jute to equal the strength of American hemp twine. Owing to the fact that this is not generally understood by the consumers, a lower-priced jute twine has driven out the hemp twine, because it is supposed to be too expensive, when in fact it is the more economical. As far as this class of goods is concerned, a very heavy duty, instead of being a burden upon the consumer, would actually drive him to use what it would be advantageous for him to use. Now, this to some extent is applicable also to sisal twines, as they have to be made much heavier to have the same tensile strength.

You will note that one ground of opposition on the part of Chelsea Jute Mills is that the duties asked for will not materially help us. It seems to me that the judgment and instincts of those in the business are more to be trusted on this question.

They very inconsistently oppose granting hemp protection, because



it is, as they say, a small and declining industry, but ask it on burlaps, which as an industry is merely a possibility. On these goods they ask a duty that is equivalent to over  $2\frac{1}{2}$  cents per pound. We are buyers of burlaps, and are willing to pay the enhanced price that this will cause, in order to give employment to more American laborers, provided that the principle is fairly and generally applied. If not, we think in justice to consumers these manufactures of jute should be put upon the free list.

As to binder twine, the argument is not as strong as stated, as hemp binder twine has a greater length to the pound than sisal by 20 to 25 per cent, and is much preferable, owing to its pliability and its insect-proof qualities. If such a duty as we ask for is imposed, it will, all things considered, bring the two much closer together than the figures would indicate, and would undoubtedly cause a large consumption of American hemp binder twine. On the remainder that would still be made from sisal and manila the enhanced cost would not be measured by the difference in price of sisal and American hemp, but by the duty, every dollar of which would go into the United States Treasury. So much for sisal and jute.

Now as to Russian and Italian hems and tows, no argument seems to have been offered from any quarter to show that they should remain on the free list. The amount of these hems and tows imported the year ending June 30, 1896, as shown by the Report of the Bureau of Statistics, was 8,550 tons, for which American hemp can be substituted without detriment to the consumer, as the preference is given now to these foreign hems on account of their brighter color, not on account of their greater cheapness. This is partly a matter of fancy and partly as a protection against the fraudulent substitution of jute.

R. W. McRERY.

### CALIFORNIA PRODUCES SUPERIOR HEMP.

#### COMMITTEE ON WAYS AND MEANS:

I am a producer of American soft-hemp fiber. This fiber is pronounced by expert importers and manufacturers of hemp products to be superior to the best grades of Italian, Russian, Hungarian, and other foreign soft hems now extensively imported into this country free of duty.

While I have fully demonstrated that we can produce in California in unlimited quantities a hemp superior in texture, softness, and strength to any foreign imported hems, we have also fully ascertained that we can not afford to continue its production with profit in competition with the cheap pauper labor of Italy and other foreign hemp-producing countries under the present existing tariff law. The climate of the interior valleys of California has been proved to be particularly adapted to the production of fine soft-hemp fiber, being almost identical with that of Italy, from which country the greater importations of fine hemp now come; and the rich alluvial bottom lands, very extensive in California, are especially adapted to the growing of fine hemp.

Hemp requires a great deal of labor, and although we employ machinery for cutting, retting, breaking, and baling, we necessarily have to employ a great many men to handle the crop, at an average cost of \$1.75 per day each (including board), whereas the foreign farm laborer is paid scarcely 25 cents per day.

With the tariff existing prior to the reduction of 1894 the American



hemp grower could scarcely then produce hemp with any profit by reason of foreign competition, but with the tariff all taken off of foreign importations the industry has been almost paralyzed in this country.

In the report of 1896 of the Hon. Charles Richard Dodge, special agent of the Department of Agriculture for the investigation of hemp and jute fibers in the United States, he states that the production of hemp in the United States has decreased from 75,000 tons per annum formerly produced to scarcely 5,000 in all the United States in 1895.

A good quality of hemp fiber can be successfully produced on the alluvial bottom soils in all the central, southern, and western parts of the United States. With machinery recently invented and perfected for seeding, cutting, retting, breaking, scutching, softening, and baling hemp, and with a fair duty imposed upon foreign importations, I am fully convinced that the production of American hemp will be entirely restored within three years to 75,000 tons or more per annum, and that within five years the production will have so increased that there will be no necessity of importing any soft hems into this country.

I therefore trust you will fully consider this matter, and beg to submit the following recommendations for your consideration:

Section 266 of the present law reads:

Hemp, hackled, known as dressed line, one cent per pound.

This section should read:

Hemp, hackled, known as dressed line, two and one-half cents per pound; hemp, straight, undressed, one and one-half cents per pound; tow of hemp, one and one-fourth cents per pound.

Referring to the free list, paragraph 497, under "Grasses and fibers," the present law reads:

Istle, or Tampico fiber, jute, jute butts, manila, sisal grass, sunn, flax straw, flax not hackled, tow of flax or hemp, hemp not hackled, hemp, flax, jute, and tow wastes, and all other textile grasses or fibrous vegetable substances, unmanufactured or undressed, not specially provided for in this act.

The new law should omit the words "or hemp, hemp not hackled, hemp," and the new section would then stand as follows:

Istle, or Tampico fiber, jute, jute butts, manila, sisal grass, sunn, flax straw, flax not hackled, tow of flax, flax, jute, and tow wastes, and all other textile grasses or fibrous vegetable substances, unmanufactured or undressed, not specially provided for in this act.

JNO. E. KIRK.

P. S.—In this statement I have not covered the question of jute or flax, as I am informed that these fibers are fully represented by other statements to you.

### TOW.

(Free list, paragraph 497.)

### STATEMENT SUBMITTED BY MR. R. CRUZEN, OF PAXTON, ILL., MANUFACTURER OF TOW.

PAXTON, ILL., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

A few years ago, when we had some duty on foreign fibers, the American hemp industry was getting a start in our State—perhaps not less than 4,000 or 5,000 acres was grown here, and within 25 miles of this place, on a paying basis—but since everything comes in free in that line, we have reduced our acreage to 400 or 500 acres, and unless we get



some protection it looks as though we would be compelled to stop our tow mills and crib corn in them. It seems to me if we had a duty of 2½ cents per pound that it would add an industry in the West which would be of great importance to us.

The growing and putting the hemp into tow requires much labor, and our people would feel the loss of my mill very seriously if it should stop, the work in connection with same being all winter labor. Of course this is but a speck, but if encouraged would certainly grow to quite an industry. I trust you will give the matter due consideration, and if you find it will not do the general public an injustice to give us some protection, the hemp raisers will certainly feel very grateful if you should give us about 2½ cents per pound and think it good Republican doctrine.

R. CRUZEN.

### TARIFF OF \$4 TO \$6 RECOMMENDED.

WINONA, MINN., *January 7, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Upholstery tow is a coarse tow which is used in making upholstering for furniture, and has been largely used throughout the United States. We understand that in former years there was a tariff of about \$6 put on this tow. It is made in three grades, and is called coarse, medium, and fine. Several years ago there was a large amount manufactured in Ohio, Indiana, and other States, but since the land has become too valuable in that part of the country to raise flax. They now raise it largely in the West, in southern Minnesota, northern Iowa, and southern Dakota. Northern Minnesota and North Dakota are growing more than they formerly did.

With the changing of the crops of flax from the Middle States to the Western we were induced to manufacture a machine to break flax straw into upholstering tow, but about that time the tariff was entirely taken off from all grades of tow and the price dropped accordingly, until, with the labor of manufacturing and freight rates, there was nothing left for the man who did the business.

It would seem to us that if there could be a tariff of about from \$4 to \$6 put on this kind of tow, it would be of much value to the farmers in this vicinity. We understand that tow has been shipped in large quantities from Canada to the Eastern and Middle States in competition with our Western tow.

We will say that the flax straw is not used for any other purpose, and that with a tariff it could be worked up into upholstering tow at a fair profit and give the farmers from \$1.50 to \$2.50 per ton for the flax straw.

We trust that with this information you will be able to arrange for a proper tariff on upholstering tow.

WINONA MANUFACTURING COMPANY.

### TARIFF OF \$3 ENOUGH.

WINONA, MINN., *January 11, 1897.*

DEAR SIR: As I am engaged in the manufacture of upholstering tow, and we have to compete with Canadian tow, which is now on the free list, I write you to see what you can do for us "tow fellows." There was at one time a \$6 duty per ton, but \$3 will do just as well.

J. C. WEBSTER.



**ONE HUNDRED THOUSAND DOLLARS BURNED IN MINNESOTA.**

MINNEAPOLIS, MINN., *January 8, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

We take the liberty of addressing a few lines to you regarding the flax industry in the West and the condition of it. We are manufacturers of upholstering tow, used in the cities of the East largely. Our freights to Eastern cities are high, the distance being long, and we have had to compete more or less with Canadian tow. They being nearer the markets than we, were able to cut into prices in such a way that it has driven us out of certain markets. While our new machinery is perhaps superior to any they have, still their labor gives them an advantage over us. There is an immense field for the business in Minnesota, Iowa, North and South Dakota. Our capacity is a production of some 4,000 tons, but we have had to close one mill and cut the others down to about 800 tons. We did pay the farmers as high as \$3.50 per ton for the straw, but what little we have recently purchased has been at \$2. We believe with a proper tariff the business could again be brought back, and trust your body will see fit to do what is possible toward adjusting a tariff. The farmers of this State should get at least \$100,000 out of the straw they now burn for want of a market.

C. E. & GEO. N. LYMAN, Jr.

**CANADIAN COMPETITION.**

DODGE CENTER, MINN., *January 5, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

I am in receipt of a communication from Messrs. Kumpf Bros., of South Dakota, who are large manufacturers of upholstering tow at Madison, S. Dak., and Romana, Iowa. They name twenty-eight different flax mills in Ontario, Canada, which are competitors for the United States markets. There are a great number of mills in Canada which compete with us for this trade, and as they have a decided advantage of us in the way of freight rates to our best markets, namely, Boston, New York, Philadelphia, Buffalo, N. Y., Detroit, and Grand Rapids, Mich., and common points, we are of the opinion that there should be a tariff placed on upholsterers' tow of at least \$10 per ton.

There is a grade of tow known as paper stock that is shipped into the United States and used for upholstering purposes which should pay the same tariff rate when so used.

The tow from Canada is not superior to the tow made in Minnesota, and if there was a tariff that would protect us we would manufacture ten times as much tow as we now do. There are hundreds of thousands of tons of flax straw wasted in Minnesota each year which would be used if we could be placed on an equality with the Canada manufacture of same.

There will not be over 300 cars of tow made west of the Mississippi River this year on account of low price, and there will be very little profit, if any, on what is made. Nearly all the mills are now idle, and have been since they manufactured the crop grown in 1895. I have only bought about 500 tons of flax straw grown in 1896, and I should have bought 4,000 tons in order to make a reasonable output at my three mills. I do not know of any of the other mills in southern Minnesota which have bought a single ton of this year's (1896) crop.



We have also experimented with hemp the last three years, and have found that we can raise it here for fiber to a decided advantage, and if there was a tariff on that product which would enable it to be grown in Kentucky and Missouri, we would be enabled to compete with them, as our farmers say they have time in the winter to handle hemp to advantage.

Hemp twine is not consumed by the farmers or those dependent on them in the great grain fields of the Northwest, and I believe it was a mistake in the McKinley bill to remove the tariff, hoping to benefit the above class of people.

With a reasonable protection on flax tow of all kinds, on flax for spinning purposes, and hemp fibers and goods manufactured from same, there will be a wonderful increase in utilizing the same.

J. K. BRADY.

### TOW SHOULD REMAIN FREE.

EAU CLAIRE, WIS., *December 21, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

Concerning the revision of duties on flax, tow, and yarn, we have to say:

(1) There is no tow manufactured in the Northwest, nor in any part of the United States, so far as we know, that is suitable for spinning into yarns to be made into crash toweling. In Minnesota and Dakota flax is grown for the seed, and the only tow made is a coarse, uncleaned article suitable only for upholstering and like purposes. We could not use it in our business if it was furnished free of cost. In Michigan, near the Canada line, a better article is prepared, but we have been unable to use any of the samples sent, for the reason that it is not clean enough. We are therefore obliged to use a Russian tow on which at present no duty is imposed. The removal of tow from the free list would work serious hardship to manufacturers of crash, and if a high duty was imposed, we can not see how we could continue its manufacture.

(2) We use foreign warps in making crash, and a reduction of the present duty on tow yarns would greatly help us in meeting foreign competition on the manufactured goods.

(3) We favor specific instead of ad valorem duties. We are unable to understand how foreign crashes can be sold so cheaply in our markets under the present tariff, except on the grounds of undervaluation. In regard to an increase of the duty on manufactures of tow, we do not feel like asking too much. If we can have free raw material and specific duties on imported goods, we will be satisfied with a moderate increase of the present schedules.

EAU CLAIRE LINEN COMPANY,  
S. S. KEPLER, *Secretary.*

### PINE TREE AND FLAX STRAW FIBERS.

#### TWO NEW PRODUCTS WHICH ARE IN NEED OF PROTECTION.

PHILADELPHIA, *December 29, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

Assuming that in framing the new tariff law under consideration of your committee it is the desire of the committee to do all in its power to bring about prosperity all over the country and not merely to Eastern



manufacturers, I wish to call your attention to two products, the reasonable consideration of which in the new tariff would create new industries of great value to those classes of producers who seem to be most difficult to reach directly through tariff legislation, viz, the Southern and Northwestern farmers. One of these is the product of the Southern pine tree, a cotton bagging which can be made from pine needles. The supply is unlimited and the demand for bagging you can measure by the cotton crop. The value you can estimate by the amount of money sent out of the country every year for jute bagging. This pine-fiber bagging can be made to compete favorably with jute when jute is not the beneficiary of 100 per cent bounty, as is now the case, and in fact could almost compete with it under existing adverse exchange conditions, but money to start new industrial enterprises can not be had so long as these industries are being driven out of existence by adverse legislation.

The second product to which I refer is made from a waste material in the Northwest, viz, flax straw, and my remarks above anent pure fiber apply with equal or even greater force to this material. Reference to the statistics of the Agricultural Department will show the enormous quantities of this fiber which are allowed to go to waste every year. Each ton of flax straw represents about 300 pounds of fiber.

Your interest in these suggestions will depend entirely upon whether the new law is to be a revenue or a truly protective measure.

After thirty years' experience in the dyestuff business, I can say that ad valorem duties on aniline or coal-tar dyes put a premium on rascality.

JOHN H. LORIMER.

## HACKLED FLAX OR DRESSED LINE.

(Paragraph 265.)

### STATEMENT SUBMITTED BY J. R. LEESON & CO., SELLING AGENTS FOR THE NORTH GRAFTON, MASS., FLAX MILLS.

BOSTON, MASS., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

As the selling agents of the product of the Grafton Flax Mills at North Grafton, Mass., we beg to address your honorable committee on the subject of the raw material which is used at those mills—hackled flax or dressed line. Since the establishment of the Grafton mills, nearly two decades since, we have not been able to find any flax in this country adapted for the use of those mills in spinning yarns which are used in the manufacture of threads for sewing boots, shoes, harness, and other heavy materials, no such flax being grown on this continent, so far as we have been able to discover. We are therefore of necessity obliged to import the flax necessary for the use of those mills. It happens to be convenient for us to import this flax divested of the straw and tow. Other spinners find it to their advantage to import scutched flax, they having uses for the tow which results from the process of hackling.

As you are doubtless aware, after the flax plant is pulled from the field it goes through a process of moistening, technically called retting, for the purpose of loosening the straw and woody portion of the stalk from the fiber. It is then taken to the scutching mill, where it goes



through the first process of cleansing of such extraneous substances from the fiber. The next process of disintegration and straightening of the fiber is called hackling, and it is after the flax has undergone this last operation that it is known as dressed line or hackled flax, in which condition it is when imported by us. You will observe that the material at this stage is still a fiber and is in no sense a manufactured product, not being in a condition for use in any of the economic arts. The first process of manufacture follows that of hackling, which this material undergoes when received at the mills at North Grafton.

From the enactment of the first tariff act in 1789 until the act of 1870, with the exception of two years—1828–1830—the legislation of Congress upon this substance was based upon the plain, obvious facts relating to the matter here indicated, namely, that flax, whether taken after the process of retting or after the process of hackling, is raw flax. Acting upon this view, therefore, the same rate of duty was imposed upon the material during all the period named, with the exception of the brief interval indicated.

From 1870 to 1894 a slight difference was made in the rate applicable to scutched flax and hackled flax, and the law of 1894 still retained a duty on hackled flax, but placed scutched flax on the free list. Presumably the object of making this discrimination was for the purpose of protecting an exceedingly small number of men engaged in this limited field of industry. We have made diligent investigation in regard to the effect upon the wages of the few hundred persons thus employed during the period when the duty on hackled and scutched flax was different and when it was the same, and we must frankly state to your honorable committee that we have been unable to find any evidence that it made the slightest difference in the rate of wages paid to the number so employed, or that such discrimination has in any degree affected their condition. The linen industry is a comparatively limited business at the best, and there can be no doubt that the most effectual way of encouraging that industry in this country is to enable the spinner to buy his raw material where and in such form as will best suit his requirements, at the lowest cost compared with the cost of the same material to the foreign spinner. In order to diversify the linen manufacture here it is essential that the manufacturer shall have open to him the flax markets of the world, so that he may be enabled to select just the kind of flax which is adapted to the particular product he would manufacture. No country produces flax which is equally adapted to all the various purposes of the flax spinner. The flax product of each country has its special qualities and peculiarities, and it is necessary that the spinner of fine flax yarns shall be enabled to select his raw material in the world's markets, and that he should not be hampered by the addition of the extra item of cost of this material in order that he may successfully compete with spinners in other countries.

It is not at all likely that flax fiber will be produced in merchantable quantity and quality in this country, for many technical reasons which it is not necessary that we burden your committee with at this time. Suffice it to say that the product of the American flax grower is flaxseed and its products. Owing to the dry climate and warm temperature, flaxseed ripens in this country more fully than in European lands. The value of the flaxseed and its products at present grown in the United States is estimated at something like \$15,000,000 per annum, and it is an established fact that the value of these flaxseed products grown in this country is six or seven times greater than the value of all the flax



fiber at present imported into the United States. Our extended experience in linen-thread manufacture in this country has conclusively proved to us that the wise policy for Congress to adopt in relation to the product of the flax plant, with the view on the one hand of protecting the flax grower in the United States and at the same time encouraging the development of linen manufacture, is to put an adequate rate of duty on the product of flaxseed, and following the precedent of Congress from 1789 to 1870, admit flax fiber, or raw flax in all its forms, upon the same basis; moreover, that the policy adopted from 1832 to 1842, admitting such materials free of duty, will more effectually than any other method which can be devised help the farmer who raises the flax and the flax spinner who would manufacture it.

J. R. LEESON & Co.

## FLAX DRESSERS.

(Paragraph 265.)

### STATEMENT OF MR. JOHN WILSON, OF NEWARK, N. J., FLAX DRESSER IN BEHALF OF LABOR.

SATURDAY, *January 2, 1897.*

Mr. Wilson read the following paper:

MR. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: I beg to say I am here on behalf of the flax dressers, to ask your committee to restore the duty of 3 cents per pound on hackled flax, known as dressed line, with raw on the free list; but if a duty of 1 cent a pound be put upon the raw, then we ask you to advance the duty on dressed to  $4\frac{1}{2}$  cents a pound, as it would take  $1\frac{1}{2}$  pounds of raw flax to make 1 pound dressed. We are not asking a prohibitory tariff, but one that will even the conditions existing between labor abroad and in this country.

There are two classes of flax-spinning factories in this country—one imports all or nearly all of its flax in a dressed state, merely spinning and finishing it into yarns and threads here. One of these firms, doing business in Grafton, Mass., and Johnstone, Scotland, employ about 700 hands in their flax-dressing department at the latter place, but none in their factory here; and taking into account the rate of wages in the United States and Great Britain is as follows: Sixty-five pounds of dressed flax being the average product of 112 pounds of raw, which constitutes a day's work in both places, we get the following: \$6.40 for dressing 1 pound of flax in America, \$3.95 cost of dressing 1 pound of flax in Great Britain, with duty added leaves a balance of \$2.45 in favor of the importer. Those figures, gentlemen, represent the highest wages paid abroad in our trade. We do not ask a protection to enable us to compete with the lowest rate of wages, which is Russian, and costs but one-half cent to dress a pound, nor is the rate we ask one that will prohibit importations and so yield no revenue, for it still leaves a margin for the importer who has his flax-dressing plant abroad. Here are the Treasury figures for duties collected on flax and tow, at 3 cents a pound:

Dressed flax, \$77,826.45; at 1 cent a pound, raw flax, \$96,041.88; at one-half cent, tow, \$25,726.55; total duties, \$199,594.88, for 1892. Duties collected for year ending June 30, 1896, on dressed flax only, \$44,446.07; excess of revenue from flax in 1892 over 1896, \$155,148.81. These figures which we quote are Treasury reports. We believe (but in our position we can not prove) that much dressed flax, notably from



Russia (labor being 600 per cent below here), comes in without paying duty, as it is so coarse that only an expert could detect any difference between it and the raw material, thereby defrauding the Government of much revenue. As to the flax-growing industry, some of us believe that it has been wiped out by the importers of dressed flax, as they, having no dressing plant in their firms here, offer no market for the consumption of American-grown flax. Therefore we hold that unless dressed flax is protected to nearly even the wages paid by the American firms here and the importing firms abroad, it would be folly to place a duty on raw, thinking that might foster the growing of flax. It would only serve to kill it, for the importer would only laugh at that duty, since he never pays it only when he gets the chance of foisting his dressed on the customs officer for raw.

We also hold that any increase in the duty on dressed flax will not increase the price to the consumer, and in proof thereof we can refer you to the Dry Goods Economist of January, 1891, and on the same page you will find an importing firm of Grafton, Mass., announcing that the price of their manufactured threads and yarns is increased owing to the increase of 1 cent per pound of duty on dressed flax, and the announcement of the Shrewsbury Thread Works, of Kearny, N. J., a purely American firm, that they wished to enter into a contract with any customer for a period extending even to five years at the old market rates. Barbour, of Paterson, and Smith & Dove, of Andover, Mass., had the same announcement as the Shrewsbury mills. Increase of duty on dressed flax does not mean increased prices to consumer or American manufacturer—in fact, it is a benefit to the latter, as it tends to even the difference in labor between him and the importer.

Our appeal is for a protection to American labor, because, by circumstances over which we have no control, it is brought into competition with labor abroad, which is just as skilled, but which is so poorly paid that it has materially injured us and reduced the revenue.

We again refer to Treasury figures to prove our statement. In 1894 there were 882.36 tons of dressed flax imported; in 1895 it grew to 1,797.70 tons, paying a duty of \$56,431.20, against \$67,237.40 in 1894, while, counting 62 pounds as a day's work, it meant the laying off of about 400 hacklers at \$2, 400 roughers at \$1.50, and 200 boys at 80 cents per day; but the number is much more, as there are tons of dressed flax coming in as raw, owing to the difficulty of judging what is raw and what is dressed.

In conclusion, we ask you to give the above statement your most earnest consideration. This is a case in which labor alone is the recipient of protection accorded, and if the protection is not enough to cover the difference in wages the importer pockets the difference and sells his wares for the same price to the consumer as the American manufacturer, who pays more than double the wages to labor. The 3 cents per pound which we ask to be restored to us if raw be left on the free list is, according to the Treasury report of rating, only 10.16 per cent. This is labor's appeal, and we have full confidence that the results will be satisfactory to us.

Mr. TAWNEY. How does the quality of the material imported compare with that grown here?

Mr. WILSON. I wrote to the Agricultural Department on this subject and received the following letter:

WASHINGTON, December 29, 1896.

DEAR SIR: In response to your letter of the 26th instant, asking for certain statistics in regard to the flax production in the United States, I have to inform you that



I am unable to comply with your request, as I have no available information on the subject. The latest statistics in regard to flax available to this office are those of the Eleventh Census for the year 1890.

HENRY A. ROBINSON, *Statistician*.

Mr. TAWNEY. In Minnesota we burn it. Do I understand you to say that the flax grown in this country is of the same quality as that imported, or could be used for the same purpose?

Mr. WILSON. No; I say it compares with the Russian.

Mr. TAWNEY. Is the Russian imported?

Mr. WILSON. Yes, sir; largely.

Mr. TAWNEY. How many of these factories are there in this country that have establishments running in European countries?

Mr. WILSON. I know of three.

Mr. TAWNEY. Do they dress all their flax over there and bring it here dressed?

Mr. WILSON. Only one does. The others import partially.

Mr. DOLLIVER. Do you represent the workingmen, or the factories?

Mr. WILSON. I represent the workingmen—the hacklers and flax dressers.

Mr. GROSVENOR. What department of flax do you work in—hackling?

Mr. WILSON. Yes, sir.

Mr. GROSVENOR. Did you ever work in the old country?

Mr. WILSON. Yes, sir.

Mr. GROSVENOR. Where?

Mr. WILSON. At Belfast.

Mr. GROSVENOR. Are you able to state the difference between American-grown flax and flax that is used in Belfast? Do we produce an article in this country of the same fabric that they produce?

Mr. WILSON. No, sir. One reason for that is that in New York State they allow the flax to rot on the ground. The frost rots it, and that gives the flax a color which would not be very nice in fabrics.

Mr. GROSVENOR. The great establishments in Belfast use but a small portion of the flax grown in the United Kingdom?

Mr. WILSON. There is a great deal of foreign flax used in the United Kingdom.

Mr. GROSVENOR. They import more than they use?

Mr. WILSON. Yes; they import it from Belgium.

Mr. GROSVENOR. How long has it been since you were in the business abroad?

Mr. WILSON. Going on eleven years.

Mr. GROSVENOR. You say they import Russian and Belgian flax?

Mr. WILSON. Yes; Belgian flax is the finest flax grown.

Mr. GROSVENOR. Do you think that with the full development of the industry in this country we could produce as good an article as they do?

Mr. WILSON. No, sir; the farmers would have to follow the same methods in this country that are followed in Belgium and Ireland.

Mr. GROSVENOR. Would it not do to import raw flax without being hackled?

Mr. WILSON. You could depend upon the imported raw flax.

Mr. GROSVENOR. Then we could import from Belgium just the same as they import from Belgium?

Mr. WILSON. Yes; and I suppose the freight is about the same.

Mr. TAWNEY. The only difficulty, as I understand it, with the American flax is the manner of its treatment.



Mr. WILSON. That has a great deal to do with it.

Mr. TAWNEY. If the farmers here would treat it the same as the farmers over there treat it, would it produce as good an article?

Mr. WILSON. I would not like to say it would produce as fine an article, but they could produce as strong a flax.

Mr. JOHNSON. Where they raise flax for fiber do they save the seed?

Mr. WILSON. No, sir; it is of an oily nature, and if you allow the seed to ripen the oil leaves it and the fiber is bad.

Mr. WHEELER. You say that labor in the United States is 600 per cent higher than in Europe and 100 per cent higher than any country?

Mr. WILSON. Yes, sir; it is 100 per cent higher than in Great Britain.

Mr. JOHNSON. In the western part of this country they raise flax for seed and burn the fiber. Is there any other use to which it can be put?

Mr. WILSON. They might use it for burlaps. It would enter into that.

## JUTE YARN AND BURLAPS.

(Paragraphs 267 and 424½.)

### STATEMENT OF MR. WILLIAM RUTHERFORD, OF OAKLAND, CAL.

SATURDAY, *January 2, 1897.*

Mr. RUTHERFORD said: Mr. Chairman and gentlemen of the committee, I desire to be heard here before this committee in regard to Schedule J. I have come from California in the interest of this schedule, the first time I have been here, and I should like to make a plain statement in regard to our requirements, calling attention in the first place to what we think is necessary to give a reasonable protection. I will refer in the first place to paragraph 267 of the customs law of 1894—

The CHAIRMAN. You are referring to your mills in California. What are you making?

Mr. RUTHERFORD. We are making twine, yarn, and cloth in a great many varieties, all of which are noted here in this statement which I will proceed—

The CHAIRMAN. How long have you been running your mills?

Mr. RUTHERFORD. They have been running—the first mill started there just about 1867, so that would be over thirty years. During the thirty years, however, the industry has largely increased. About fifteen years ago it was doubled, and I will proceed to show in this statement all the various points which I think your committee will require to know about it.

The CHAIRMAN. You may proceed.

Mr. RUTHERFORD. I beg to call your attention to paragraph 267 of the customs law of 1894, which reads: "Yarn, made of jute, thirty per cent ad valorem." For this section in the new law we ask that it read as follows: "Yarn, made of jute, thirty-five per cent ad valorem."

The present law (free list), section 424½, reads: "Burlaps (1), and bags for grain made of burlaps (2)."

We ask that this be transferred to the dutiable list, and that the section shall read as follows: "Burlaps of any width, of flax, jute, or hemp, or of which flax, jute, or hemp, or any of them, shall be the



component material of chief value (except such as may be suitable for bagging for cotton), one and three-quarters cents per pound. Bags for grain made of burlaps, two cents per pound ”

In the present law (free list), section 501 reads: “Gunny bags and gunny cloths, old or refuse, fit only for remanufacture.”

We ask that this paragraph be transferred to the dutiable list and read as follows: “Gunny bags and gunny cloths, old or refuse, fit only for remanufacture, one-half cent per pound.”

We are anxious to have a specific duty on yarn and twine, but there are some difficulties in the way owing to the great variety of sizes. I have samples here if any gentlemen of the committee want to see what I refer to, and I am ready to show them. Referring to yarns and twine, it would be difficult to put it in a specific rate, owing to the great varieties of twine and yarn made, the small sizes requiring a great deal more labor, but the amount stated would cover the whole in a fair manner.

Those Pacific Coast States I represent, and for which I claim the foregoing changes in the customs laws, have been gradually taking their places in the list of manufacturing communities. We had not long ago in full operation 16 woolen mills; also hosiery mills, jute, flax, and cotton mills; also foundries, machine shops, and shipbuilding on a large scale, all of which were prosperous under the protection policy which created them. We are largely engaged also in the production of wool, hops, fruit, borax, sugar, wheat, and lumber. We realized at the recent election that immediate relief was necessary from the evil effects of the general disaster which overtook us, as affecting the above-named interests in 1893, a disaster which brought us industrial stagnation and social discontent. Wage earners, and also farmers who produce wheat, hops, fruit, sugar, and wool, gave their votes willingly for protection, believing this to be the quickest and most efficacious means of righting our wrongs, of giving the Government the needed revenue, and idle men the needed employment. The farmer does not insist upon protection for his wool, fruit, hay, hops, and sugar without according the wage earner the same protection to his labor in the factory, the workshop, and the foundry—a fair and reasonable tariff that will secure living wages.

The sugar, fruit, wool, and grain producers realize that they depend largely upon the well-paid industrious crowds to buy their products. This is the home market, which out there is appreciated as the best.

For the past two years few of our people have been busy. Many thousands can find nothing to do and the home market has largely disappeared; the purchasing power of the people has been crippled. I wish to refer specially to the textile industries of the Pacific Coast, and to state what is considered absolutely necessary for the protection of our industries engaged in jute manufacture into twine, burlaps, bags, and gunny cloth, as described in Schedule J of the present tariff law. California was one of the first States to import the best machinery made for the manufacture of twine, burlaps, and grain bags from jute. This machinery had to be brought around the Horn from Europe, where it was mostly made in those days, and it was installed out in California at great expense. It was the first of the States to engage largely in the manufacture of jute for the home market. In those early days the West was far from the East, and to have our domestic wants supplied at home was an important convenience for the farmer. Ever since 1869 our mills have supplied a large percentage of the jute burlaps, bags, twine, and hop cloths and wool sacks needed in California. This State



is one of the largest consumers of jute goods. Sugar, grain, wool, dried fruits, beans, mustard seed, flour, nuts, etc., are nearly all shipped in jute or cotton bags. There are no grain elevators in California, and no cars or ships are loaded with grain in bulk for transportation.

At first, when farmers began growing wheat, and to ship wool, they had great difficulty in procuring bags and twine sufficient for moving their crops, so fast did the grain trade develop in the fertile valleys of the Sacramento and San Joaquin rivers. Importers took advantage of the scarcity of bags and put up the prices, sometimes as high as 16 cents apiece when occasion permitted. Under the competition of home-made goods, bags were gradually reduced in price until in 1875 the price fell to 12 cents each, in 1880 to 10 cents, in 1890 to 7 cents, in 1892 to 6 cents and under. The standard grain bag of the Pacific Coast is well known in all the jute markets of the world. It is 36 inches long, 22 inches wide, weighs  $12\frac{1}{2}$  ounces, and holds 130 pounds, or 2 bushels, of wheat. The quantity used annually often exceeds 40,000,000. Jute burlaps and other goods had been reduced all along in like proportion with grain bags. Thus all along the home-made products were kept in competition with foreign imports, acting as a leading factor in keeping down prices and preventing corners and pools from being formed to oppress the farmer.

Up to 1894, when the Wilson bill took effect, there had always been a fair duty levied on foreign importations, sufficient to enable the manufacturer to run his mills, pay reasonable wages, and compete with the low-paid labor of Calcutta. A skilled workman in a Calcutta mill is paid 1 rupee, or about 30 cents, a day, while women have less than half that amount, as will be seen by a statement attached hereto, and to which I will refer later.

The Calcutta mills, since the Wilson bill took effect, have been running night and day. Three thousand looms have been added this year (1896) to the weaving capacity of the 10,000 looms previously running. The Wilson bill benefited the Calcutta and Dundee jute industries at the expense of the American. The California mills have never paid more than a small percentage on the capital invested, and during some years they lost money. For several years previous to 1894, or up to the time the mills were shut down, if the State prison jute mill be included, well on to 40 per cent of the requirements of the coast were supplied by the home manufactories.

Owing to the wiping off of the entire duty from bags, burlaps, and gunny cloth by the Senate when the Wilson bill was up there for final passage in August, 1894, this industry was completely wiped out, and the mills closed down.

I may be permitted to remark here that when the bill was first brought into the House of Representatives, as you no doubt remember, it gave us 15 per cent protection on our industries. We wired Senator Voorhees and drew his attention to it, and the bill, when it was in the Senate, was raised by Senator Voorhees, I believe, to  $22\frac{1}{2}$  per cent, but at the last week of the Senate's sitting it was knocked out entirely.

To-day 300 looms are standing idle in Oakland. The preparing, spinning, and other machines, all of an expensive kind, and on which over 40 per cent of duty had been paid to the Government when the machinery was imported, are lying idle, and the laborers, numbering from 800 to 900 people, are out of work. Those people, like many others, are anxiously awaiting the much-desired relief from Congress, so that they may start in again under a just measure of protection to earn an honest living.



As before stated, extraordinary efforts have of late years been made on the Pacific Coast to establish manufacturing industries. Jute manufacture was one well suited to our conditions and requirements. It was not only a surprise to us when the entire duty was wiped off (those jute products named) by the Senate on almost the last day of the session, but it was quite startling and entirely unexpected. No other industry in the whole country was so severely smitten. The California mills being larger producers of cloth than of twine and yarn, it fell heavily upon us. In New Jersey, Pennsylvania, New York, and Massachusetts, where many mills are located, more yarn and twine is manufactured than there is of cloth. They were more fortunate, as the Senators from those States saw to it that some measure of protection was left for yarn, threads, and twine. The requirements of the Western States in jute goods of all kinds are constantly on the increase, and it is important that the jute industry should not be destroyed, but rather increased.

Beet sugar manufacture out there alone is destined to be a great and important industry, and in connection with this business much cloth and textile supplies are required. One thousand acres of beets call annually for \$4,000 worth of the products of the loom, to be used in the process of converting the beet into sugar and shipping it. Thus one industry helps another, and the whole community is benefited. Then the borax trade, when in a prosperous state, calls largely for filters, bagging, and other woven material.

There is appended to this statement a comparative list of wages paid in the United States and in Calcutta, British India, to show your committee the exact cost of manufacturing jute in both countries. This statement shows the difference in the cost of manufacturing jute in both countries, and demonstrates the amount of duty required to give protection to American labor. Great Britain is being hurt by Calcutta, and ultimately Calcutta is to be the great competitor of the world, until Japan should take a part in it, which she has begun to do. I have seen goods already coming into San Francisco made in Japan that no American or Indian could match for cheapness and beauty in the textile. It comes in competition with your cotton wraps for covering horses and your cheap wool wraps in this country, and will ultimately drive them out.

In conclusion, permit me to refer again to Schedule J, paragraph 392½, which reads as follows: "Bagging for cotton, gunny cloth, and all similar material, suitable for covering cotton, composed in whole or in part of hemp, flax, jute, or jute butts, free."

Also, paragraph 424½, which reads: "Burlaps, and bags made for grain of burlaps, free."

Under those two paragraphs importers are bringing in many kinds of goods free of duty, and claim they are entitled to the free entry of all such under the reading of those clauses. Those goods I refer to as coming in free include horse blanketing made of jute, colored and checked plaids, coarse carriage robes, jute paddings, jute drilling, jute tarpaulin, twills and jute print cloths, bleached jute sheetings, sugar filter and straining cloth, etc.

The CHAIRMAN. I understand those are being entered as burlaps on the free list?

Mr. RUTHERFORD. Yes, sir; and I have samples of the goods imported. If you will excuse me I will open the samples. I have larger samples if anyone cares to examine them, but these are little cuttings [exhibiting same]. Those were never intended to come in free——

Mr. DOLLIVER. How, then, did they happen to come in free?



Mr. RUTHERFORD. I was just going to explain as I proceed, and if you will allow me I will just proceed.

That those were never intended to come in free is the contention made here, and the Government is being deprived of its just revenues. The wording of those clauses is so indefinite and yet so comprehensive it is not surprising that importers, under a misconstruction of their meaning, evade the law. The result is that American manufacturers of mixed jute cloths and of coarse woolen and cotton and jute dyed fabrics are unjustly made to suffer. It need not be a surprise under these circumstances should importers come forward and advise that no change be made.

These statements are humbly and respectfully submitted to your honorable committee with the hope that the present conditions will be changed by the fixing of a tariff sufficient to protect the industrious citizens of this nation in their respective fields of usefulness.

Respectfully submitted.

WILLIAM RUTHERFORD.

(For the California Cotton Mills Company, California Jute Mills Company, Ames & Harris Co., California, and the Ames & Harris Co., Portland, Oreg., and others.)

#### TABLES SUBMITTED BY MR. RUTHERFORD.

*Cost of manufacturing 100,000 yards 10½-ounce 40-inch burlaps in the United States.*

To make 100,000 yards of 10½-ounce 40-inch burlaps would require 66,500 pounds of raw jute, 33¼ tons, and the labor of 142 persons working ten days, ten hours each day.

33¼ tons raw jute, at \$60 per ton..... \$1, 995. 00

Help (per day each):

|                                            |          |
|--------------------------------------------|----------|
| 2 batchers men, at \$2.....                | \$40. 00 |
| 2 softeners, at \$1.75.....                | 35. 00   |
| 8 carders, at \$1.....                     | 80. 00   |
| 12 drawers, at \$1.....                    | 120. 00  |
| 2 rovers, at \$1.....                      | 20. 00   |
| 2 helpers, at 75 cents.....                | 15. 00   |
| 12 spinners, at \$1.25.....                | 150. 00  |
| 12 doffers, at 60 cents.....               | 72. 00   |
| 8 spoolers, at \$1.....                    | 80. 00   |
| 1 band sewer, at \$1.....                  | 10. 00   |
| 1 oiler, at \$1.25.....                    | 12. 00   |
| 2 truck boys, at 75 cents.....             | 15. 00   |
| 1 machinist, at \$3.....                   | 30. 00   |
| 1 spinner, at \$3.....                     | 30. 00   |
| 1 second hand, at \$1.50.....              | 15. 00   |
| 1 watchman, at \$2.25.....                 | 22. 50   |
| 9 copers, at \$1. 17.....                  | 105. 00  |
| 3 beamers, at \$2.....                     | 60. 00   |
| 3 warpers, at \$1.25.....                  | 37. 50   |
| 46 weavers, at \$1.25.....                 | 575. 00  |
| 3 loom fixers, at \$2.25.....              | 67. 50   |
| 2 finishers, at \$2.....                   | 40. 00   |
| 1 measurer, at \$2.....                    | 20. 00   |
| 2 folders, at \$2. 25.....                 | 45. 00   |
| 2 packers, at \$2.25.....                  | 45. 00   |
| 1 stamping and shipping clerk, at \$4..... | 40. 00   |
| 1 oiler, at \$1.75.....                    | 17. 50   |
| 1 foreman, at \$3.....                     | 30. 00   |

1, 829. 00

Power, oil, forces, insurances, depreciation of plant, and other price charges. 420. 00

Total cost..... 4, 244. 00

Cost of 100,000 yards in California, \$4,244, or 4.24 cents per yard.

As a yard weighs 10½ ounces and costs 4.24 cents per yard, 16 ounces would cost 6.46 cents. 6.46 cents is the net cost of 1 pound of manufactured burlaps in the United States.



*Cost of manufacturing 100,000 yards of 10½-ounce 40-inch burlap in Calcutta and laying same down in California.*

Requiring 231 persons in Calcutta working ten days, ten hours each day.

|                                                                                       | Rupees. | Anna. |
|---------------------------------------------------------------------------------------|---------|-------|
| 33½ tons raw jute at 150 rupees per ton .....                                         | 4,987   | 8     |
| Help (per day each):                                                                  |         |       |
| 4 men batching, at 1 rupee .....                                                      | 40      |       |
| 4 helpers, at 12 anna .....                                                           | 30      |       |
| 12 card tenders, at 12 anna .....                                                     | 90      |       |
| 18 card framers, at 12 anna .....                                                     | 135     |       |
| 4 roving hands, at 12 anna .....                                                      | 30      |       |
| 20 spinners, at 12 anna .....                                                         | 150     |       |
| 16 doffers, at 8 anna .....                                                           | 80      |       |
| 12 spoolers, at 12 anna .....                                                         | 90      |       |
| 12 cop hands, at 12 anna .....                                                        | 90      |       |
| 2 oilers, at 1 rupee .....                                                            | 20      |       |
| 2 spare hands, at 12 anna .....                                                       | 15      |       |
| 1 skilled machinist, at 8 rupees .....                                                | 80      |       |
| 1 skilled helper, at 2 rupees .....                                                   | 20      |       |
| 1 spinning overseer, at 6 rupees .....                                                | 80      |       |
| 1 skilled helper, at 2 rupees .....                                                   | 20      |       |
| 1 messenger, at 1 rupee .....                                                         | 10      |       |
| 4 warpers, at 14 anna .....                                                           | 35      |       |
| 3 warp helpers, at 12 anna .....                                                      | 22      |       |
| 90 weavers, at 14 anna .....                                                          | 787     |       |
| 4 loom fixers, at 1 rupee 2 anna .....                                                | 45      |       |
| 3 finishers, at 1 rupee .....                                                         | 30      |       |
| 2 measurers, at 1 rupee .....                                                         | 20      |       |
| 3 folders, at 1 rupee .....                                                           | 30      |       |
| 3 packers, at 1 rupee .....                                                           | 30      |       |
| 1 oiler, at 1 rupee .....                                                             | 10      |       |
| 1 band sewer, at 1 rupee .....                                                        | 10      |       |
| 1 skilled machinist, at 8 rupees .....                                                | 80      |       |
| 1 foreman, at 8 rupees .....                                                          | 80      |       |
| 1 second hand, at 4 rupees .....                                                      | 40      |       |
| 1 bookkeeper, at 6 rupees .....                                                       | 60      |       |
| 1 pay clerk, at 8 rupees .....                                                        | 80      |       |
| 1 engineer, at 8 rupees .....                                                         | 80      |       |
|                                                                                       | 2,419   |       |
| Power, oil, insurance, interest, repairs, depreciation, and other fixed charges ..... | 1,190   |       |
| Freight, commission, insurance, brokerage, from Calcutta to San Francisco .....       | 1,220   |       |
| Total cost .....                                                                      | 9,816   | 8     |

Counting the rupee equal to 31 cents United States money, that would make total cost of 100,000 yards, \$3,043.11.

As a yard weighs 10½ ounces and costs 3.04 cents per yard, 16 ounces would cost 4.63 landed in the United States.

*Comparison of costs.*

|                                                                          | Cents. |
|--------------------------------------------------------------------------|--------|
| Cost of manufacturing 1 pound of burlap in the United States .....       | 6.46   |
| Cost of manufacturing 1 pound of burlap in Calcutta, British India ..... | 4.63   |
| Cost in the United States greater than that in India .....               | 1.83   |

The following mills in the United States manufacture jute in some form: Chelsea Jute Mills, New York; Dolphin Jute Mills, Paterson N. J.; Planet Mills, Brooklyn, N. Y.; Tucker & Carter Cordage Company, Brooklyn, N. Y.; Allentown Spinning Company, Allentown, Pa.; John Good Spinning Company, Brooklyn, N. Y.; Travers Bros., New York, N. Y.; Schlechter Jute Cordage Company, Philadelphia, Pa.; John T. Bailey & Co., Philadelphia Pa.; Finley & Co., Philadelphia, Pa.; Wilmington Manufacturing Company, Wilmington, Del.; Thomas Jackson Company, Reading, Pa.; Sutherland & Edwards, Paterson, N. J.; Pearson Cordage Company, Boston, Mass.; Ludlow Manufacturing Company, Ludlow, Mass.; California Jute Mills, San Francisco, Cal.; San Quintan Jute Mills, San Quintan, Cal.; Lamons & Robertson, Paterson, N. J.; Plymouth Mills, Plymouth, Pa.; California Cotton Mills, Oakland, Cal.; Walla Walla Jute Mills, Walla Walla, Wash.



Mr. RUTHERFORD. Now, the words "of similar material" is a very wide phrase. It includes this material here [exhibiting]. That is similar material to cotton wrapping; no one can question it. If you take the goods which come in for binding hops, of which 70,000 or 80,000 bales are grown on the Pacific Coast, or cotton bagging, or heavy cloth ready for wrapping cotton bales, the graduation between the two is difficult to determine, and the custom-house officers, inspectors, and appraisers are puzzled, and they can not do better under the present law.

The CHAIRMAN. That is the result of putting burlaps on the free list?

Mr. RUTHERFORD. Yes, sir.

Mr. EVANS. How much more expensive is it to make the burlaps than the samples you show?

Mr. RUTHERFORD. The expense of making burlaps depends entirely upon the size of the yarn. If the yarn is small, it requires a great deal more labor, and if the yarn is thick you can turn out a great deal more in the machine, because to every foot there is so much less twine. In the weaving, every pick of heavy yarn is put in quicker than small picks of fine yarn, and consequently the coarse cloth can be made at half the price for the labor, in some cases, of the fine cloth.

Mr. EVANS. I am referring to these particular samples.

Mr. RUTHERFORD. That sample I showed there would cost nearly as much, this big sample, as the finest burlap, but this little bundle of samples are expensive because they are dyed. You will notice these solid colors are coming in free, dyed solid, and the dyers of this country have the right and just claim for dyes they have brought in here to dye goods with. No wool could compete with them, jute costing 3 cents per pound and wool costing 24 cents and 50 cents when it is washed. All colors are coming in. You will notice all colors are coming in free of duty. Those goods are imported free, although we have tried to stem the current.

The CHAIRMAN. Does the term "burlap" admit of so wide an application as that? What is the meaning commercially and technically of the word "burlap"?

Mr. RUTHERFORD. It means a coarse, textile fabric; burlaps and hessian are two conventional phrases. It was just fifty years ago since men in England and Scotland were trying to weave jute. I have seen machines made which cost thousands and thousands of dollars. They could not manufacture jute, and they had to go on experimenting for years with the jute, and in London nobody knew how to work it; but gradually they began to work it with a little oil and a little soap, and ultimately they became acquainted with its nature; and the names, I do not know how they originated or what they were derived from, but "burlaps" and "hessians" are the names which include everything when you come to a popular reckoning of it.

The CHAIRMAN. Would any plain weaves of jute be considered as burlaps under the law?

Mr. RUTHERFORD. Yes, sir; not only plain, but twilled cloth; ornamental goods, too.

Mr. PAYNE. Your statement that these goods came in free was questioned a moment ago. I understand you made efforts to prevent them coming in free. Will you state what efforts you have made recently, and what the result was?

Mr. RUTHERFORD. I told the inspector in Mr. Tucker's office, who is the chief appraiser—I told his assistant that was horse blanketing; it was called plaid, and used to be imported by a great many gentlemen



I know. Mr. Ayers, I think, used to import the horse blanketing and pay a big duty, and I stated it was not fair to bring that in, and it was never intended under that act. The act, as I understand it, put burlaps free so as to benefit the farmer who raises grain and the cotton grower in his cotton, and it was just to bring in those goods, but they read the clause "burlaps and bags made for grain of burlaps, free," and "all such material," and say the clause is comprehensive, but I believe they appealed to the New York Board, and I think just now it is in abeyance, and they allow no more of it to come in, and it has been stopped.

The CHAIRMAN. This difficulty has all arisen under the act of 1894, and if the burlaps were dutiable the difficulty would never have taken place.

Mr. RUTHERFORD. There was never any trouble before that. They read over this very carefully here, "bagging for cotton, gunny cloth, and all similar material." Now this bagging comes in for hops greatly at San Francisco. If the crop of hops is poor and there are no hops, rather than carry that bagging they send it to the East, and sometimes to New Orleans and Galveston, for wrapping cotton in instead of carrying that for a year or two. Hops have been at 5 cents instead of 25 cents, and the cloth had to be disposed of, and so hop bagging is very little different from cotton wrapping, and it is all under the general head of "similar material." It does not say anything about color. Suppose you put a dozen stripes on the cotton wrapping and that passes; suppose you put in two dozen colored stripes and that passes, where is the limit to be?

Mr. DALZELL. Under what section do you claim these goods come in, 424½ or 392½?

Mr. RUTHERFORD. I will just read the section here. I looked it up in the book I have in my pocket.

Mr. DALZELL. Under what section are they admitted?

Mr. RUTHERFORD. In section 392½.

Mr. DALZELL. Under the term "similar material"?

Mr. RUTHERFORD. Yes, and bring in the goods there. They are burlaps made of jute.

Mr. DALZELL. Why should they not come in under this section of 424½, "Burlaps and bags for grain made of burlaps"?

Mr. RUTHERFORD. This is a California grain sack, known all the world over as a grain sack for 2 bushels of wheat, of which we got 40,000,000 last year, and everybody knows this to be a burlap [illustrating]. That is called in England and India a "hessian" and in this country a "burlap." It is the standard size. This sack is 22 by 36 and it weighs 12½ ounces.

Mr. PAYNE. These come in, you contend, as burlaps and other similar material?

Mr. RUTHERFORD. Yes, sir; similar material—under the two words "similar material."

Mr. DALZELL. Similar material is provided for "as composed in whole or in part of hemp, flax, jute, or jute butts." It is not contended these come in for covering cotton?

Mr. RUTHERFORD. Yes, sir; we get cotton from Galveston. We import from Galveston and Texas points 6,000 bales a year in the California mills. Many bales are covered with piece cloth like that [illustrating]. Last year in particular a great many of them were covered with fine cloth. You see the thing is this: If the heavy cotton burlaps, or cotton wrapping, weighs 15 pounds and costs 4 cents a pound, that



is 60 cents. They have gone up to fine cloth and called it cotton wrapping that only weighs half as much as that heavy cloth and not twice the price, so it is cheaper to cover the cotton sometimes with the fine cloth. Now, I have here, Mr. Chairman, the cost of the manufacture of a hundred yards of 10½-ounce burlap. All of these standard bags are made of 10½-ounce burlaps 40 by 36 inches; that is the standard of all grain bags, and, unless by special order, they are made 10½-ounce weight, 40 inches for the width, and 36 inches long.

Now, I have figured that here as the standard, so that everyone might know it. I have a long statement of wages, but it is not necessary, I think, to go over it unless you want me, and I will only show that the total is \$4,244 for 100,000 yards made in this country. Now, in dividing that up we find that is 4.24 cents to the yard. Now, we take a pound of that at the same proportions and it will cost 6.46 cents to the pound, or 4.24 to the yard. Now, if we take Calcutta, to make 100,000 yards in Calcutta of the same cloth, pay insurance, commissions, brokerage, and everything connected with it, to land it in San Francisco with all the items stated here will cost 9,816 rupees and 8 annas, counting the rupee equal to 31 cents—which, I think, it is scarcely equal to at present, but we will put it at that, so the Indian statement will not be less than it should be—and it comes to \$3,043.11 in United States money landed in San Francisco or New York, and there is very little difference when freights are reasonable—about \$5 or \$6.50 a ton measurement, which is 40 cubic feet.

So I say this amount of cloth landed in this country costs \$3,043.11. As a yard weighs 10½ ounces, too, the cost of 1 yard of Calcutta cloth landed here is 3.04 cents and 1 pound will cost 4.63 cents, or a difference of 1.83 cents per pound, a little over 1¾ cents a pound for the cloth in the piece. The bales generally come in 2,000 yards. Now, a great deal of that cloth, as you will see from the returns, comes into this country to be cut up into bags. In making the bags about three-eighths or half a cent is the cost of cutting up, doubling, sewing, hemming, filling, and baling the bags; about three-eighths of a cent to the bag is the cost of the work for making this cloth into bags, and consequently if the bags come in free, if we are to be protected in the same measure as against the cloth, we have to have a little more protection on bags. It is astounding what a quantity of cotton is needed. Now, the mills interested with us in California—we have fully 500 looms in California—and the only mill running just now is the State prison mill, and they are at their wits' end (the State prison directors), for I have spoken to them, and they are wondering how to get the thing to pay, and they get their labor free.

Mr. TAWNEY. How long have the mills been idle?

Mr. RUTHERFORD. It was in August, 1894, the bill giving us free burlaps was passed, and the mills were shut down that year; that was about the end of 1894.

Mr. COBB. Are you sure you are absolutely correct about the price of these foreign goods?

Mr. RUTHERFORD. Yes, sir; and I would be very glad if any of the Members here would take this and examine it, or have any expert examine it acquainted with foreign exchange, insurance, etc. I leave this statement with the committee, and I invite inspection of it.

Mr. COBB. Have any of your California textile plants been removed to this country where labor is so cheap?

Mr. RUTHERFORD. No, sir; but I will tell you one little point I did not touch on this branch of the subject, but if you will permit me I will



tell you what has happened. As I stated in this paper, there are sixteen of these mills running in California. One of the largest was running during the war and I believe it made the best blankets in the United States for both the South and North, and supplied an immense quantity of goods at that time, running day and night. That mill until a few years ago employed a thousand people, with about sixty big dye vats for dyeing goods, and had an immense plant at Black Point. That mill, when the difficulties were so disheartening and things looked so bad, had been trading all the time with the Japanese, and the Japanese saw this mill and bought it complete, except the engine, which was too big. I went and bought the engine, a 600-horsepower engine. I sent six or eight men there, trained mechanics and machinists. They took down that engine. I went there at the time and saw the work proceeding, and I saw in that mill a whole crew of Japanese brought over from Japan in a steamer for the very purpose of taking down that machinery. I saw that, and spoke to them, and they took down all the machinery, tacked all of it with labels in their own writing, and packed all that plant, except the building, away in the steamer, and sent with it these men who were brought over. I never understood how they could bring them over to this country to do the work that rightfully belonged to the machinists in our State, who are idle by the hundreds, but that is a fact, and that is only one instance. There are only three mills running in California—

Mr. COBB. Have any jute mills transferred their plants?

Mr. RUTHERFORD. No; but I will state about the mill I am immediately connected with. I have worked in mills since I left school in the textile industries of England and Scotland, and I am acquainted with all textile industries, and the mill I am connected with has a large cotton department immediately adjacent to the jute plant. Some time ago, when our jute plant was standing idle, a Japanese merchant, about whom we inquired as to his honor and integrity and capability to perform whatever contract he might make with us, offered us a fair proposition to take our mill to Japan and locate it at Osaki, where since 1882 there have been over sixty cotton mills built, but it was considered it would be better to take our mill to Yokohama, where coal was 90 cents a ton and we could secure labor of Japanese women for 8 sen—8 sen is about 5 cents, the Japanese yen only equaling 53 cents and the silver yen weighing more than an American dollar. We have a lot of them coming into California. The Japanese girls would work for about 6 cents, or from 8 to 10 sen. We were told we could get all the Japanese help we wanted for 22 sen, which would be about 12 cents of our money.

Mr. TAWNEY. Could you own the mill over there?

Mr. RUTHERFORD. We investigated the matter. I am an American citizen and have been, I am proud to say, for many years, and we found we could not own any property there. No alien can own property in Japan, and the proposition we got was to be satisfactory, because we could make a contract that the Government would be called upon to enforce, that they would give us a reasonable amount for the plant when they took possession, which would be about four years after it started. There is one peculiarity in Japan which we found out from our investigation, that nearly all the mills there are furnished with Canadian and Scotch machinery. There is no mill in Japan that employs any European labor after they start; not one of those 62 mills, I am assured, has any European or American labor after running. Everyone is paid off and the foreign element is cleared out, and when I found we could not own the property and have control of it as I did not want to become a Japanese citizen—I



thought America was far better—we stopped our negotiations, in the hope that something would be done to enable us to run here. Now, there is a mill at Santa Rosa standing idle; there is one at Petaluma standing idle; one at San Jose standing idle; there is a mill at Woodland which has been standing idle, but I think it was burned a short time ago. There are mills in Oregon standing idle to-day that have run for thirty years, and all these are facts which makes us anxious about the future.

Mr. TAWNEY. And you attribute the idleness of the mills to the present tariff?

Mr. RUTHERFORD. Yes; particularly where there is hosiery made. It is impossible for them to compete with the hosiery of Germany. I know it. I saw the German goods thirty years ago coming up to the best standard of the French and English makes, and to-day Germany leads——

Mr. RUSSELL. What are the hosiery mills making, cotton or woolen hose?

Mr. RUTHERFORD. This very one I was speaking of as going to Japan——

Mr. PAYNE. Is your mill located at Oakland?

Mr. RUTHERFORD. Yes; on the water front. We have the harbor and railroad right at the mill and can load everything into cars or boats. There was a hosiery mill in Oakland, a large one, employing 300 persons, which was taken away—a part to British Columbia and a part to Provo—but I understand it is standing idle. You can get good wool at 6 cents that used to be 20 cents in California, but it is impossible to run and meet these nice, elegant goods that come from Germany.

Mr. TAWNEY. Is the difference in labor the only disability under which you labor in the manufacture of these goods?

Mr. RUTHERFORD. No; I was commencing to say, Mr. Chairman, although I would never have said anything about it unless it had been mentioned, we pay more in this country, taking it all in all, for insurance, taxes, etc. I was over in Europe last year, in the beginning of 1895, and I was there when I was a boy, and I knew the inside of all the mill business and manufactories pretty well when I was in school and after that, and in Europe the general insurance is far lower than here, and you can get water in any of these old European cities for almost nothing if you start a manufactory, but in this country you have to pay for water, and we have to pay high taxes. We have the University of California in sight of our mill, which costs the State a good many thousand dollars, and we have to pay taxes to keep up that university and educate our growing young men to be useful in chemistry and textile sciences and everything of the kind, and we are willing to maintain the university, but all this has to be taken into account of the manufacture. Then for water—we pay for water for our mills to the water company 50 cents per 1,000 gallons. In any city of Europe you can get it for 2 pence, which is 4 cents, and in many cities they give the water free.

Mr. TAWNEY. How does the transportation rates here compare with the transportation rates over there?

Mr. RUTHERFORD. When it is a long distance, it is very low. From Aberdeen to London, which is fully 500 miles, you can take a ton of goods for about 42 shillings. That is not any cheaper than it is in this country, and for long-distance transportation rates are cheap, comparatively speaking.



Mr. PAYNE. You say that some of the cities give water free. That is simply to manufacturing concerns?

Mr. RUTHERFORD. Glasgow, for instance; I do not know that Glasgow gives it free, but almost free.

Mr. PAYNE. Do not some of the countries discriminate in favor of manufacturing concerns in taxes generally?

Mr. RUTHERFORD. Yes, sir. They have that power sometimes to do so, and the State of California would do it, but the Judge here reminds me—I was going to state that our constitution, drawn up about twenty years ago, is against allowing any concessions to a manufacturer in the way of taxes or anything, but we would readily be assisted by the State if they could do so consistently, as the industries are so few. Now, in 1895 there were 200 young men who went away from San Francisco and Oakland to the Central American States to grow coffee. They were idle for months and could not get anything to do, and this past summer there were so many idle men, young educated men who ought to be able to find something to do, that they went away to Alaska to see if they could get gold by mining, and nearly all of them came back, as it was a failure. What are they going to do if we shut up the mills? In Oakland there are from 16,000 to 20,000 young people, counting the suburbs. Oakland proper probably has about 100,000 inhabitants. Now, there are 20,000 young people; what are they going to do? That is a great concern of the people out there, and to show you just how a manufactory influences a community I want to show you a striking example of the benefits.

You see this hose here [illustrating with a piece of cotton hose]. Now, until quite lately there was no hose made in California. I was instrumental in starting the manufactory to make this, and the result has been that we have got this now for the whole Pacific Coast made in a California manufactory at a price that no one can find fault with. When we had to buy hose from the East or import it from England, sometimes, when it was scarce, they put the price up nearly double. Now it is always ready, and this you get in California from American cotton shipped from Houston. Now, the communities are glad to see these things; they are interested in these things. The cotton interests of the East, I must say, were fairly protected, although in some instances I know by investigation the tariff rates on small fine yarns is not enough, but on yarns like these I think we can work along and defy competition. Now, we have made thousands of feet of this in California, and if the goods are not first-class they come back on us, but they could not come back on anybody, say in England, two years after they got it.

Mr. TAWNEY. How large a plant had you engaged in the manufacture of that kind of hose?

Mr. RUTHERFORD. It is under separate management, although I took an interest in starting it—probably about \$20,000.

Mr. TAWNEY. Is there more than one factory?

Mr. RUTHERFORD. Just one factory.

Mr. TAWNEY. When was it established?

Mr. RUTHERFORD. It was started, I think, just about the beginning of this past year—about the end of 1895, probably—but I really forget now.

Mr. TAWNEY. How does this industry now compare, which you say is reasonably well protected under the present law, with the industries which are engaged in manufacturing these other textiles?

Mr. RUTHERFORD. Of jute?



Mr. TAWNEY. Yes. Has this industry prospered more than the other?

Mr. RUTHERFORD. Oh, yes; but there is not much to invite anybody to go into it. I would have done better had I put the money in the bank and received 5 or 6 per cent, because of the insurance risk, etc. We are glad to get the money put in to start the thing with, if we do not get anything more than the original plant.

Mr. EVANS. Is that material there, of which you have shown samples, the natural color of the jute burlap?

Mr. RUTHERFORD. That is the natural color, but I was going to show you the bleached jute after it is bleached, when it gets old, gets yellow.

Mr. EVANS. But this is the natural color [exhibiting]?

Mr. RUTHERFORD. Yes, sir; this is the bleached jute and you will see the difference.

The CHAIRMAN. The duty on burlaps not exceeding 60 inches of width, under the act of 1890, was 1½ cents a pound, and on bags 2 cents, making a differential of 3 cents for bags. How did the burlap industry prosper on that duty of 1½ cents per pound; I mean the burlaps used for bags?

Mr. RUTHERFORD. It was just little enough, Mr. Chairman. We never like to pay a weaver less than \$1. We will not keep them, because they are not useful if we just pay them \$1, and we have them making \$1.50 a day there, and often a weaver will be employed on three looms, and it depends entirely on what they could do. I would rather not have any help in a mill than at a dollar's pay. I never have paid a competent girl less than a dollar, and if you have a duty of 1½ cents you can barely pay those wages. They work hard ten hours, and in the South they work from eleven to twelve to thirteen hours in the cotton mills, and when I go South I find that out. The climate there is very suitable for manufacturing all the winter; it is like this room nearly, and they have no expenses for heating the mill substantially, and the climate around the bay is beautiful. There ought to be a hundred mills there.

The CHAIRMAN. Was your mill making burlaps not exceeding 60 inches wide from 1890 to 1894?

Mr. RUTHERFORD. Yes, sir. We made the best quality up to 76 inches.

The CHAIRMAN. And from burlaps not exceeding 40 inches in width?

Mr. RUTHERFORD. Yes, sir; and not exceeding 40 inches in width.

The CHAIRMAN. Was your mill making burlaps for bagging not exceeding 40 inches in width from the passage of the act of 1890 up to 1894?

Mr. RUTHERFORD. Yes, sir; very successfully before the duty was taken off jute, and we were never better off and the people were well paid, and we made more cloth during those two or three years than any two or three years before because we were pushed.

Mr. DOLLIVER. Do you know how the jute-bagging industry prospered elsewhere in the country during that time; whether it grew up in the South in this cotton territory?

Mr. RUTHERFORD. Mr. Adoo put a lot of money in a mill at Galveston and started in making jute because he saw we were making it successfully, but I believe now it has passed into other hands. I do not know, as I have not been there for three or four years. There was a mill started there and I saw the machinery myself. Now, we paid



women \$1 a day and men \$1.75 to \$2.50, firemen \$3, and engineers \$100 a month.

Mr. PAYNE. I suppose, then, young men were not going to South American countries?

Mr. RUTHERFORD. None that I knew of, but they were in that beautiful city stagnating during the time of these industrial troubles. California is a peculiar place. It has warm weather the year around and a man will experience no inconvenience living in tents, and these idle people began to collect in 1893 or 1894 to the industrial armies which started there, and they gathered from all quarters. They came and located near San Francisco, and I was one who helped to feed them. We provided accommodations for them, but we were glad to get them away after being there two or three months, and they went from there East—to Washington. We were glad to get them away. That was the beginning of our trouble, and these mills and industrial enterprises stopped.

The CHAIRMAN. Previous to the act of 1894 there was a large manufacture of grain bags, weaving grain bags from refuse cotton; that is, from the material remaining after making other kinds of goods. Do you understand that industry still continues, or has it practically been destroyed by the act of 1894?

Mr. RUTHERFORD. That is the refuse cotton—

The CHAIRMAN. The refuse left after manufacturing sheeting, etc.

Mr. RUTHERFORD. It is almost killed. I do not think there is much done in it. Then I was going to show the bags that are coming in competition now with the cotton white bag for almonds, for dried prunes, and other goods which are grown up and down the coast there in immense quantities [exhibiting]. That is the kind of white bag that takes the place of the cotton bag which used to keep the mills in New Hampshire running.

The CHAIRMAN. Have you any knowledge respecting the making of bags from jute, that is any practical knowledge; have you ever had anything to do with that industry?

Mr. RUTHERFORD. I worked at it while I was a boy at 14.

The CHAIRMAN. Are you able to tell whether the differential allowed by the act of 1890 of three-eighths of a cent per pound was sufficient to retain the industry in large part here in making bags from burlaps?

Mr. RUTHERFORD. Well, three-eighths was not so bad. I think if it had continued we could have gotten along nicely with the three-eighths. There is a great deal of cotton yarn sewn around a bag in hemming it and we have got a machine now which turns the bag outside in, and does it cheaply.

Mr. EVANS. To come back to my question. You say this is the natural unbleached color of the burlap?

Mr. RUTHERFORD. Yes, sir.

Mr. EVANS. Of the jute woven into the burlap cloth?

Mr. RUTHERFORD. Yes, sir.

Mr. EVANS. Mr. Steele says you do not say that is the natural—

Mr. RUTHERFORD. That is the natural color of jute, but I must explain that to you, however. The jute comes from India which is used for our bagging, and when it is taken out the first thing that has to be done with the jute when it comes out of the bale is to shake it out and put oil on it, and during the process of "batching," the technical term, the jute changes color to a little darker.

Mr. EVANS. That is just what I want to get at. I want to know the process by which the jute is changed from this color.

Mr. RUTHERFORD. That originally in the bale had been a little more



silvery like in appearance and the color is changed in the process of "batching."

Mr. EVANS. What is the change?

Mr. RUTHERFORD. You can not spin jute——

Mr. EVANS. Is there any change in the jute at all in making these goods?

Mr. RUTHERFORD. Not at all in the process of weaving.

Mr. EVANS. Now, I want to ask you, as that is the purpose I had in view, if there is not a great deal of jute changed in color for the purpose of making it resemble hemp?

Mr. RUTHERFORD. Well, I suppose sometimes it is done.

Mr. EVANS. But, is not a very great deal of that thing done?

Mr. RUTHERFORD. Personally, I have no cognizance of it, as we do not do it out there.

Mr. EVANS. It is not done, then, in the western part of the country?

Mr. RUTHERFORD. But I know the dark-colored jute is often the strongest you can buy, and the dearest. It depends entirely upon the soil. Buyers of jute in India, where it is grown——

Mr. DOLLIVER. Is it produced altogether in India?

Mr. RUTHERFORD. Yes, altogether in India.

Mr. PAYNE. I understand you do not sell burlaps for hemp?

Mr. RUTHERFORD. No, sir; I have never sold any for hemp.

Mr. EVANS. Is that practice employed on the Pacific Slope at all where goods are offered as hemp when made out of jute?

Mr. RUTHERFORD. I could not say. I could if I saw the material, because jute is short and brittle like straw, while hemp is tough. There is oil in flax, hemp, cotton, silk, and all those other fibers, but there is no oil in the Indian jute, and that is why it needs oil artificially.

Mr. EVANS. What sort of mill do you operate; what are the products?

Mr. RUTHERFORD. The products of the mills we operate are duck, twine, etc. We make probably in our mill for the fishing trade of the Pacific Coast alone from cotton 200 tons of what is termed seine twine.

Mr. EVANS. You manufacture cotton goods and then you manufacture what other sort of goods?

Mr. RUTHERFORD. Jute.

Mr. EVANS. You do not use hemp?

Mr. RUTHERFORD. We never used any hemp.

Mr. EVANS. And you manufacture cotton and jute goods?

Mr. RUTHERFORD. Yes, sir.

Mr. EVANS. Do you get your raw jute free?

Mr. RUTHERFORD. Raw jute has been free since 1890, I think.

Mr. EVANS. You are in favor, if I understand you, of putting a duty on the manufactured article? Where does jute come in competition with hemp anywhere on the Pacific Coast?

Mr. RUTHERFORD. It comes, I suppose, in competition with hemp, and I would be glad to see a little duty on jute.

Mr. EVANS. That is what I am after. What do you think ought to be the duty on jute?

Mr. RUTHERFORD. I myself eight years ago took very active measures to try to grow flax on the Pacific Coast, and grew it, and hemp, too, and ramie; and in the course of time I am confident if we had encouragement agriculture would pay engaged in the growing of hemp and flax.

Mr. EVANS. You think the climate and soil of California would produce good hemp?

Mr. RUTHERFORD. Yes, sir; it could not be better.

Mr. EVANS. What do you think ought to be the duty on jute now?



Mr. RUTHERFORD. Well, if you put it on the raw jute you will have to give a little more on the finished article, and there is where the trouble comes in. I would like to see it myself on the raw product.

Mr. EVANS. I was approaching it a little anxiously for the reason a good many manufacturers want free raw material and protected fabrics, and I wanted to know what your views were on that subject.

Mr. RUTHERFORD. Well, if I thought we could get the finished article at a rate to pay these men the wages needed, I would say \$5 or \$10 a ton on jute, but I thought it impractical in the present condition of public sentiment. I know in England where I was trained in the schools, I was trained in a free-trade country which a hundred years ago was one of the great protection countries, and that is what made her rich.

Mr. RUSSELL. Do you manufacture binding twine?

Mr. RUTHERFORD. No, sir; there is no binding twine used in California, or very little. The grain is all cut in the field and——

The CHAIRMAN. I wish to make a statement to go into the record from the official statistics which are before me. Under the act of 1890 a revenue of a little over \$2,000,000 was received from the duty on imported burlaps and a little over half a million dollars on imported bags, and hence we had a revenue from those two sources up to 1894 of \$2,500,000 a year, which was all thrown away by the act of 1894.

Mr. TAWNEY. How do the importations compare?

The CHAIRMAN. They were increased.

## BURLAP AND BURLAP BAGS.

(Free list, paragraph 424½.)

### STATEMENT OF MR. J. M. BEMIS, OF BOSTON, REPRESENTING THE BURLAP BAG MANUFACTURERS' COMMITTEE.

SATURDAY, *January 2, 1897.*

Mr. BEMIS read the following paper, and filed with the committee the two annexed letters:

On December 23 the burlap bag manufacturers of the United States met in New York. At this meeting there were represented, either in person or by proxy, nearly all of the leading manufacturers in this line. More than seven-eighths of the entire burlap bag manufacturing interest was represented. At this meeting the undersigned were appointed a committee to prepare and present to your committee an argument in favor of a rate of duty on imported burlap bags which would enable our factories to retain the work that they have had for many years past. We are also instructed to recommend the free entry of the bag widths of burlap cloths (that is, burlaps 60 inches in width and under) if consistent with revenue necessities. If the free entry of these is not consistent with revenue necessities, we are instructed to ask that the rate of duty be made as low as is permissible from a revenue standpoint.

#### DUTY ON BAGS.

We ask your committee for a small duty on bags for revenue and protection, as they have been made here, are made here, and will continue to be made here with a modicum of protection. The bag manufacturers



ask only to be put on an equal footing with Calcutta manufacturers by the imposition of a duty on imported bags equal to the difference between labor here and labor there. Any less rate of duty is offering a premium to the foreign makers, which we know your committee would not intentionally do.

The small protection of 7 per cent on the finished bag, or thirty-five one-hundredths of a cent per pound specific, does protect and does result in employment of our labor.

As against Dundee or English wages we could live without protection, but against the 10 cents per day labor of India we need the small protection asked, or in time must surrender the work to Calcutta.

#### FREE BURLAP CLOTH.

The bag manufacturers' raw material is burlap cloths, and it should be free of duty. Burlap cloth is not a luxury. It is the cheapest fabric obtainable for wrappers for grain, flour, wool, ores, furniture, and many other purposes. Also, in compliance with many requests from our constituents, the millers and grain shippers, we now respectfully ask for entry free of duty of burlap cloth 60 inches in width and under, being those widths which are used for bags.

First. Because protective rates in former tariffs have utterly failed to establish the manufacture here of these widths of burlap cloth. The raw material is all produced in India, where both the climatic and labor conditions are suitable for its production at the lowest cost. One of the best arguments in favor of protection is that by establishing home manufacture of those articles made from domestic raw materials we save freights and commissions to factories abroad on the raw materials, and freights, commissions, and tariffs in returning to this country the finished product. Such is not the case with burlap cloth, as the raw material in any event must be imported from India. By importing the raw material we would pay freight and middlemen's charges on the gross weight instead of upon the net weight of the finished product. The machinery for manufacturing burlaps must be bought abroad. The first cost of a jute mill in this country is about twice as much as the cost of a similar mill abroad. This in itself would be a serious handicap to start with.

Second. The cheapest labor in the world is now thoroughly established in the manufacture of burlap cloth at Calcutta, and on a very large scale. By reason of this cheap labor Calcutta manufacturers have found it easy to compete with Dundee, and have increased their productive capacity so largely within the past few years that the industry in Dundee is feeling the competition very keenly, and the manufacturers are constantly looking out for some specialty to work on instead of running on the standard bag goods, which are produced in such large quantities and at such low prices by the Calcutta mills.

Third. Calcutta has many millions of dollars invested in this industry. Nearly all of the prominent men of Calcutta are connected directly or indirectly with the jute trade. The relationship of this industry to the Government at Calcutta is about the same as the relationship of the cotton manufacturers of the United States would be to our Government if every cotton factory in the country was moved to Washington, and every prominent citizen of Washington directly or indirectly interested in the cotton business, and one member of the Cabinet appointed by the Washington Board of Trade, of which cotton manufacturers would be the dominating spirit. We recite all this to indicate how quick and



how strong would be the pressure brought to bear upon the Indian government in favor of an export duty on raw jute, which would serve as a protection to the Calcutta manufacturers, if this country now imposes a high protective tariff on bag widths of burlap cloth.

Of course any such export duty would provide for a drawback on such jute as might be manufactured at Dundee or at any other point in the United Kingdom. Any attempt on our part at this late date, by the imposition of a high protective tariff on bag burlaps, to deprive the Calcutta jute mills of the privilege of making into burlaps the raw jute which, in any event, must be imported from Calcutta into this country, would unquestionably be met by an export duty levied in India upon all raw jute shipped. Any such export duty would be a severe blow to this country and certainly ruin any mill embarking in burlap manufacture under any rate of protection possible, besides jeopardizing every other jute industry. An export duty on jute means also an export duty on jute butts, which would also ruin the cotton-bagging manufacture and force importations, enhancing the cost on every bale of cotton grown. While one of our bag manufacturers was in Calcutta within a year this probable export duty, under certain conditions, on jute was under discussion. We also herewith attach an article on this subject taken from *Capital* of October 7, 1896. The *Capital* is the principal commercial review published in India.

The subject of customs duties has again raised some discussion in private circles as to the propriety of imposing an export duty on jute shipped to foreign countries, either as supplementary to or in substitution or reduction of other taxes.

The reasons why England continues to refrain from export duties do not in any way affect India. In England export is confined to manufactures and to articles freely supplied by neighboring countries. In the case of jute, India has a monopoly of the production, and every foreign nation, without exception, imposes a heavy duty on this article in its manufactured state. It is therefore not only right and just that we should put an export duty on jute to foreign countries, but it is most desirable that we should thus adopt an easy method of reducing other taxes, such as the income tax or the salt tax, which come directly out of our earnings.

There is in this country practically no manufacturing of bag qualities of burlap cloth to protect. Practically no attempt was made under the McKinley bill to manufacture bag burlap cloth, although the Wilson committee was petitioned to maintain the McKinley rates for protection. We did not see any statement to the Wilson committee from the jute mills making kindred fabrics that the McKinley rates were not protection. Therefore we can only conclude that the McKinley rates were protection, but that the mills could make more on kindred products than on cloth for bags.

Now, if the McKinley rates were protection, yet no goods were made here for bag purposes, why reinstate the McKinley rates? Are the McKinley rates on bag burlap cloth asked to be reenacted simply to uphold the rates on kindred products?

As bag makers and for our constituents, the millers, grain shippers, and many others who use burlap cloth for various purposes, we respectfully ask your honorable committee if a necessary article like bag burlap cloth must be taxed very high at a duty that does not protect, simply to be rated in line with a few specialties where the duty does protect, particularly as these specialties are only a small portion of the whole quantity of jute goods used in this country? We do not include in this estimate the coarse bagging for cotton, which is made of jute butts, and is a separate industry in itself.

Therefore we pray your committee will consider:

First. If not inconsistent with revenue necessities, burlap cloth (60



inches in width and under) free; bags made of such cloth thirty-five one-hundredths cent per pound. No secondhand bags to be returned free of duty.

Second. If some revenue must be obtained from burlaps, then we pray your committee will make the rates: Burlap cloth as above, one-half cent per pound; bags made of such cloth, eighty-five one-hundredths cent per pound. No drawback on bags exported, and no free return of any bags.

Third. If, however, your honorable committee can not see your way clear to secure sufficient revenue admitting burlap cloth free, or under our second suggestion, then the maximum rates which the bag manufacturers think should be imposed are: Burlap cloth as above, seven-tenths cent per pound; bags made of such cloth, 1 cent per pound. If these rates are adopted by your committee, then we ask that the general drawback privileges be retained, but no free return of any bags, even if made in this country.

#### NO FREE ENTRY OF SECONDHAND BAGS.

We trust your honorable body will debar entirely any possibility of free entry of any secondhand bags on the ground of their having once paid a duty, either as cloth or bags. No Secretary of the Treasury has ever yet been able to form and enforce regulations in regard to the return of secondhand bags, the production of this country (the cloth or burlap having once paid a duty), and limit such importation to American-made bags. Frauds of many kinds and deceptions have been practiced. In fact the law heretofore regarding this service, and any regulations possible, only offer a premium for fraud. To such an extent had fraud been practiced prior to free bags under the Wilson bill that several large establishments abroad found employment in collecting these bags, mending them, and returning them here under fraudulent certificates.

The identification of printed home-made bags for flour and for other products being simple and sure, owing to the brands on the bags, name of miller, etc., stamped on them, also the name of the factory making them, the drawback was almost invariably collected, which debars their return free of duty.

But the Calcutta-made grain bags were not entitled either to drawback or to return free of duty under the McKinley bill. Most of these imported grain bags go into Pacific ports, and comparatively few bags are made on the Pacific Coast. Yet it was mostly the bags shipped from the Pacific Coast that found their way back here free as being home-made bags. The result was that millions of foreign-made bags came back free, some that had received drawbacks came back free, some bags that never had been in this country, either as burlap cloth or bags, came here free. Millions of bags came in free on which the Government should have had the duties.

#### NEW IMPORTED BAGS.

These are increasing, and will continue to increase, even if hereafter they are made dutiable. The so-called centals are the greatest in volume. These mostly, although not wholly, go to the Pacific Coast. The importation of centals commenced and grew to large volume under the Morrill bill, with a differential of 10 per cent over burlap cloth. Ten per cent ad valorem was more than three-eighths cent differential



per pound specific under the McKinley bill. The McKinley bill was greater differential than the bag manufacturers now ask. The Calcutta manufacturers have so perfected and reduced the cost for making this special bag that we as bag manufacturers do not think it politic to advocate a rate that would shut it out. We do trust, however, that your honorable committee will grant us the small differential we do ask, that we may retain the making of such bags as we have made heretofore.

#### SECONDHAND BAGS IMPORTED.

These also are coming in free in increasing volume. These come mostly, although not wholly, into the Atlantic ports. The quantity will soon equal or exceed the new bags imported. The quantity coming in in 1896 has been reduced by at least 2,000,000 by the action of a London dealer who attempted a corner and held at a cornered price. But as these seconds are always gauged in price by the price of new bags, and new bags being low owing to free burlaps, and also new imported bags, the corner failed, and at this writing these are offered at lower prices, and will increase the receipts in 1897. This corner experiment and the prices under former dutiable tariffs, and free under the Wilson bill, gives us the diagnosis complete of the workings as to secondhand bags coming here. The prices obtainable here are based on new bags, so that if these secondhand must pay a duty to come in, then the foreign price is just less the amount of the duty assessed. In other words, your committee can turn a part of the price that these second hand will sell for here into the Treasury as duties, or pay the foreigners the full price obtainable here if admitted free. Repairing these seconds ready for sale costs as much as making new bags. Our bag manufacturers would very much like to employ the labor here to do the work, but do not see our way clear to suggest the means to that end. But it is a very decided reason why no secondhand should be returned unless dutiable, whether they have ever been in this country before or not, either in the shape of goods or bags.

#### SPECIFIC DUTIES.

We are strongly in favor of specific rather than ad valorem duties. Specific rates are much more just as between the various importers. Specific rates are exactly alike to the Calcutta firm which invoices goods to its own house here and to the American importer who has no Calcutta establishment. Without entering that field covered by the name fraud, you can readily see that a Calcutta jute mill having its own branch establishment in this country could invoice its goods to that branch at a price less than it would accept in Calcutta for those same goods. It could do this and still be well outside of the line defining fraud. It would simply be adding the manufacturer's profit to the Calcutta price in one instance, and in the other billing the goods at net cost and allowing the profit to appear upon the books of the American branch.

#### UNDERVALUATION OF THE RUPEE.

The custom-house valuation of the Indian rupee for the last quarter of this year is 23.3 cents. We suppose this is the bullion value of the silver contained in the coin. The actual value of the rupee in the exchanges of the world during the same period has averaged about



30½ cents. An ad valorem duty assessed on a given number of rupees at the rate of 23.3 cents each really amounts to 23 per cent of the duty less than the rate which is intended by the tariff. As this undervaluation does not apply to the pound sterling, which is valued by the customs at about its actual average exchange value, the undervaluation of the rupee amounts to a discrimination of 23 per cent of the duty in favor of India and the Calcutta manufacturer as against England and the Dundee manufacturer.

#### CHANGING MARKETS.

The regulations provide that in case of an advance in the market price between the time of purchase and the time of shipment, ad valorem duties shall be assessed upon the higher price—that is, the price at time of shipment. In case of a decline in the market, the regulations provide that the ad valorem duty shall be assessed on the purchase price. These regulations, varying the actual amount of duty according to the date upon which the goods happen to have been bought, unnecessarily add to the risks of doing business and increase the speculative element in legitimate commerce.

#### IMPORTED BAGS.

No Secretary of the Treasury has ever been or ever will be able to formulate and enforce regulations for collecting ad valorem rates that would compel honesty in the importation of bags as to count, weight, and quality of goods used. On second-hand bags these remarks apply with still greater emphasis. Specific rates are much preferable in every way.

We believe it has heretofore been considered good Republican doctrine to allow free entry on products or goods that have no competing industry here. Your honorable committee may now find it desirable to change the policy somewhat to meet public sentiment. During the past few years radical tariffs have resulted in the complete turn out of power of the party making them. The net results, economically speaking, have been millions of dollars added to our national debt. So the bag manufacturers beg pardon for suggesting to your honorable committee that radical tariffs are an expensive luxury, and pray that the new Dingley bill may be a model one and a moderate one.

The business sentiment of the country is against the reenactment of the higher rates of the McKinley bill, and is also against the low rates of the Wilson bill. The high rates in the former were against revenue, owing to light imports of the high-rated articles, and in the latter against revenue, owing to the low rates of duty. The free list in both was entirely too large, and was a reducer of revenue. The expense for clerical work at our custom-houses is equally great in passing free or dutiable goods. Please pardon us if we suggest that your committee largely if not entirely eliminate the free list. Even burlap cloths, which are entitled to free entry if anything is, may have to be put in at revenue rates for revenue purposes.

If imported articles having no competing product here are rated low for revenue, and all imported articles having competing products here are rated dutiable equal to the difference between our well-paid labor and the underpaid labor making the goods, your committee, in our humble opinion, will obtain the necessary revenue, and will make a



tariff that will satisfy two-thirds of our people and remain in force for years, or until economic conditions change.

All of which is respectfully submitted.

J. M. BEMIS, *Chairman*,  
FRANK CASCADEN,  
GEO. A. WAGENER,  
*Bag Manufacturers' Committee.*

DECEMBER 26, 1896.

Mr. J. M. BEMIS,  
*No. 89 State Street, Boston.*

DEAR SIR: I had the Minneapolis millers together the other day, and after talking the matter over we decided that we did not know enough about it to make any representation before the Ways and Means Committee. We do not want any duty put back on jute or burlap, but we would not object to a duty on the manufactured bags large enough to protect our home manufactories. We believe we will have influence enough with Congress to prevent any duty being put on jute or burlap cloth. Mr. Tawney, of the Ways and Means Committee, will be in Minneapolis, and I shall see him to-day.

Yours, very truly,

CHAS. A. PILLSBURY.

MINNEAPOLIS, MINN., *December 28, 1896.*

J. M. BEMIS, Esq.,  
*No. 89 State Street, Boston.*

DEAR SIR: At a meeting of the Minneapolis millers held on Saturday, the matter of a tariff on jute was brought up, but no special action was taken, owing to the fact that Mr. C. A. Pillsbury expects to be in Washington in time to appear before the committee, and he can speak, not only for the Minneapolis millers, but for the Millers' National Association, of which he is the president.

As millers are not protected by any tariff legislation and do not expect to be, they are naturally averse to the imposition of any duty that will increase the cost of the packages they use in putting up their product. They are not, however, opposed to a duty on jute bags sufficient to cover the difference in the cost of manufacture in order that the cloth may be imported and the bags made up in this country.

Yours, truly,

WASHBURN-CROSBY CO.  
CHAS. J. MARTIN.

#### ADDENDUM TO BAG MANUFACTURERS' WRITTEN ARGUMENT.

PHILADELPHIA, *January 8, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

On January 1 your chairman asked us for an average net price for bag burlaps landed on the dock in New York during the past few years. We quote 8-ounce 40-inch for convenience. All other bag burlaps are practically in proportion as to prices. Inclosed please find statement which speaks for itself.

Before the Wilson committee J. M. Bemis made the following remarks: "We believe if burlaps should be admitted free the benefit would accrue to the foreigners and not to our consumers," etc. Predictions must fall always before the bare facts. There is now good reason for believing that the down turn in price has not yet reached bottom.

##### JUTE MILLS IN INDIA.

We also inclose statement of these and invite your attention to the number of new mills. The building of these new mills has been a matter of record for a year past. The completion has been delayed for numerous causes. When they are ready to open and commence business, where the orders are to come from to start them is a mystery.



Owing to famine in India there is but little home demand. It is our firm belief that if there is not another jute mill built in the world for four years the supply of burlap cloth would equal or exceed the demand.

The only advance in price possible for burlap cloths must be the result of a short jute crop, advancing the raw material. As jute is a one-country crop, a failure may occur any year. Had this country any competing producing countries from which to draw this raw material, then protection for this industry would be very desirable.

FRANK CASCADEN.  
J. M. BEMIS.

*Net price of 40-inch 8-ounce burlap cloth landed on the dock in New York.*

|                                                               | Two years<br>under Mc-<br>Kinley tariff<br>(Aug. 28,<br>1892, to Aug.<br>27, 1894). | Two years<br>under Wil-<br>son tariff<br>(Jan. 1, 1895,<br>to Dec. 31,<br>1896). |
|---------------------------------------------------------------|-------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|
| Average price .....                                           | \$3.59 $\frac{1}{4}$                                                                | \$2.67                                                                           |
| Less duty on 8 ounces (1 $\frac{1}{8}$ cents per pound) ..... | .81 $\frac{1}{4}$                                                                   | (a)                                                                              |
| Net price, excluding duty .....                               | 2.78                                                                                | 2.67                                                                             |

a No duty.

The consumer paid the tax under the McKinley tariff; he saved it under the Wilson tariff, and not only that, but he saved eleven one-hundredths cent per yard (4 per cent) additional by decline in the foreign price. However, this may be owing only to the depressed condition of trade the world over.

#### *Jute mills in India.*

[Calcutta, August 1, 1896. Poppe, Delius & Co.]

| No. | Name of mill and agents or owners.                                         | Looms.                         |              |                                    |              | Total by June, 1897. | Spindles.                      |                                    |                |           |
|-----|----------------------------------------------------------------------------|--------------------------------|--------------|------------------------------------|--------------|----------------------|--------------------------------|------------------------------------|----------------|-----------|
|     |                                                                            | Practically ready for working. |              | Completed additions by June, 1897. |              |                      | Practically ready for working. | Completed additions by June, 1897. | By June, 1897. |           |
|     |                                                                            | Under 42 ins.                  | Over 42 ins. | Under 42 ins.                      | Over 42 ins. |                      |                                |                                    | Total.         | Per loom. |
| 1   | Alipore Jail; Government.....                                              | 130                            | .....        | .....                              | .....        | 130                  | 2,340                          | .....                              | 2,340          | 18        |
| 2   | Alliance Jute Mills Co., Limited; Begg, Dunlop & Co.....                   | .....                          | .....        | 140                                | 160          | 300                  | .....                          | 6,084                              | 6,084          | 20.26     |
| 3   | Anglo India Jute Factory Co., Limited; Duncan Bros. & Co.....              | .....                          | .....        | 180                                | 180          | 360                  | .....                          | 7,200                              | 7,200          | 20        |
| 4   | Barnagore Jute Mills Co., Limited, and branch; George Henderson & Co.....  | 538                            | 261          | .....                              | 234          | 1,033                | 18,406                         | 4,680                              | 23,086         | 22.35     |
| 5   | Budge-Budge Mills Co., Limited; Andrew Yule & Co....                       | 412                            | 348          | .....                              | .....        | 760                  | 15,808                         | .....                              | 15,808         | 20.8      |
| 6   | Central Jute Co., Limited; Andrew Yule & Co.....                           | 300                            | 65           | .....                              | .....        | 365                  | 7,200                          | .....                              | 7,200          | 19.73     |
| 7   | Champdany Jute Co., Limited; Finlay, Muir & Co.....                        | 158                            | 272          | .....                              | .....        | 430                  | 8,764                          | .....                              | 8,764          | 20.38     |
| 8   | Champdany Jute Co., Limited (Wellington branch); Finlay, Muir & Co.....    | 176                            | 101          | .....                              | .....        | 277                  | 5,544                          | .....                              | 5,544          | 20.09     |
| 9   | Clive Jute Mills, Limited; Gladstone, Wyllie & Co.....                     | 146                            | 127          | .....                              | .....        | 273                  | 6,600                          | .....                              | 6,600          | 24.17     |
| 10  | Fort Gloster Jute Manufacturing Co., Limited; Kettlewell, Bullen & Co..... | 358                            | 140          | .....                              | .....        | 498                  | 10,040                         | .....                              | 10,040         | 20.16     |
| 11  | Ganges Jute Manufacturing Co., Limited; Macneill & Co.....                 | 280                            | 270          | .....                              | .....        | 550                  | 10,998                         | .....                              | 10,998         | 20        |
| 12  | Gondolpara Mills; Gillanders, Arbuthnot & Co.....                          | 170                            | 160          | .....                              | .....        | 330                  | 6,600                          | .....                              | 6,600          | 20        |
| 13  | Gourepore Co., Limited; Barry & Co.....                                    | 316                            | 99           | .....                              | 200          | 615                  | 8,200                          | 4,200                              | 12,400         | 20.16     |
| 14  | Hastings Mills; Birkmyre Bros.....                                         | 305                            | 216          | .....                              | .....        | 521                  | 11,192                         | .....                              | 11,192         | 21.48     |



*Jute mills in India—Continued.*

| No.         | Name of mill and agents or owners.                              | Looms.                         |              |                                    |              | Total by June, 1897. | Spindles.                      |                                    |                |           |
|-------------|-----------------------------------------------------------------|--------------------------------|--------------|------------------------------------|--------------|----------------------|--------------------------------|------------------------------------|----------------|-----------|
|             |                                                                 | Practically ready for working. |              | Completed additions by June, 1897. |              |                      | Practically ready for working. | Completed additions by June, 1897. | By June, 1897. |           |
|             |                                                                 | Under 42 ins.                  | Over 42 ins. | Under 42 ins.                      | Over 42 ins. |                      |                                |                                    | Total.         | Per loom. |
| 15          | Hooghly Mills Co., Limited (upper); Gillanders, Arbuthnot & Co. | 325                            | 130          | .....                              | .....        | 455                  | 9,196                          | .....                              | 9,196          | 20.21     |
| 16          | Hooghly Mills Co., Limited (lower); Gillanders, Arbuthnot & Co. | 180                            | 180          | .....                              | .....        | 360                  | 6,824                          | .....                              | 6,824          | 18.95     |
| 17          | Howrah Mills Co., Limited; Ernsthausen, Limited                 | 396                            | 270          | .....                              | .....        | 666                  | 12,600                         | .....                              | 12,600         | 18.91     |
| 18          | India Jute Co., Limited; Mackinnon, Mackenzie & Co.             | 260                            | 94           | .....                              | .....        | 354                  | 7,080                          | .....                              | 7,080          | 20        |
| 19          | Kamarhatty Co., Limited; Jardine, Skinner & Co.                 | 255                            | 204          | 19                                 | 22           | 500                  | 9,420                          | 896                                | 10,316         | 20.63     |
| 20          | Kanknarrah Co., Limited; Jardine, Skinner & Co.                 | 310                            | 110          | .....                              | .....        | 420                  | 8,448                          | .....                              | 8,448          | 20.11     |
| 21          | Khardah Co., Limited; Anderson Wright & Co.                     | .....                          | .....        | 100                                | 200          | 300                  | .....                          | 6,000                              | 6,000          | 20        |
| 22          | National Jute Mills Co., Limited; Andrew Yule & Co.             | .....                          | .....        | 250                                | 50           | 300                  | .....                          | 6,000                              | 6,000          | 20        |
| 23          | Seebpore Jute Manufacturing Co., Limited; Apear & Co.           | 400                            | 440          | .....                              | .....        | 840                  | 15,200                         | .....                              | 15,200         | 18.09     |
| 24          | Samnuggur Jute Factory Co., Limited; Thos. Duff & Co., Limited  | 340                            | 220          | .....                              | .....        | 560                  | 11,200                         | .....                              | 11,200         | 20        |
| 25          | Soorah Mills; Budridoss Rampersaud                              | 134                            | 29           | .....                              | .....        | 163                  | 3,200                          | .....                              | 3,200          | 19.63     |
| 26          | Standard Jute Co., Limited; Bird & Co.                          | .....                          | .....        | 100                                | 140          | 240                  | .....                          | 5,216                              | 5,216          | 23.32     |
| 27          | Serajgunge Co., Limited; Andrew Yule & Co.                      | 306                            | .....        | .....                              | .....        | 306                  | 6,098                          | .....                              | 6,098          | 19.92     |
| 28          | Titaghur Jute Factory Co., Limited; Thos. Duff & Co., Limited   | 267                            | 368          | .....                              | .....        | 635                  | 13,100                         | .....                              | 13,100         | 20.63     |
| 29          | Union Jute Co., Limited; Bird & Co.                             | 270                            | 105          | .....                              | .....        | 375                  | 7,344                          | .....                              | 7,344          | 19.53     |
| 30          | Victoria Jute Mills Co., Limited; Thos. Duff & Co., Limited     | 250                            | 124          | .....                              | .....        | 374                  | 7,500                          | .....                              | 7,500          | 20.72     |
| 31          | Cawnpore Mills; Native Account                                  | 63                             | 12           | .....                              | .....        | 75                   | 1,474                          | .....                              | 1,474          | 19.65     |
| 32          | Chittivalsah; Arbuthnot & Co.                                   | 100                            | .....        | .....                              | .....        | 100                  | 1,800                          | .....                              | 1,800          | 18        |
| 33          | Calcutta Twist Mills; Finlay, Muir & Co.                        | .....                          | .....        | .....                              | .....        | .....                | 2,460                          | .....                              | 2,460          | .....     |
| 34          | Gordon Twist Mills, Limited; Gordon Stewart & Co.               | .....                          | .....        | .....                              | .....        | .....                | 1,800                          | .....                              | 1,800          | .....     |
| Total ..... |                                                                 | 7,145                          | 4,345        | 789                                | 1,186        | 13,465               | 236,436                        | 40,276                             | 276,712        | 20.23     |

\* These are not included in the general average of spindles per loom.

|                                          | Looms. | Spindles. | Estimated consumption of jute per annum in bales of 400 pounds each. <sup>a</sup> |
|------------------------------------------|--------|-----------|-----------------------------------------------------------------------------------|
| Total working or practically ready ..... | 11,490 | 236,436   | 2,096,723                                                                         |
| Total by June, 1897 .....                | 13,465 | 276,712   | 2,415,392                                                                         |

<sup>a</sup> 300 working days of 13 hours each.

*Abstract of statements issued up to date.*

|                      | Looms. |                     | Looms. |
|----------------------|--------|---------------------|--------|
| April, 1877 .....    | 4,163  | January, 1890 ..... | 7,964  |
| August, 1878 .....   | 4,877  | June, 1892 .....    | 8,500  |
| November, 1883 ..... | 5,681  | March, 1895 .....   | 9,841  |
| May, 1884 .....      | 5,996  | August, 1896 .....  | 11,490 |
| January, 1887 .....  | 7,565  | June, 1897 .....    | 13,465 |



## ANOTHER STATEMENT FROM THE BAG MAKERS' COMMITTEE

PHILADELPHIA, *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

The cardinal points in the bag manufacturers' argument are—

First. Duty on bags: Protection or differential duty does result in the disbursement of money to American labor for several times the amount of duties on foreign-made bags paid into the United States Treasury.

Second. Bag burlaps: Protection has not heretofore, and would not hereafter, in our opinion, result in the disbursement to labor of more than a small part of the duty paid into the United States Treasury on bag burlaps because jute is the growth and the monopoly of one country. The same country is prepared to manufacture its own raw fiber into bag burlaps cheaper than any other country in the world. Therefore, protection as a principle, or from an economic standpoint, is indefensible. In the next ten years it would cost our country many millions of dollars more than any possible benefit derived.

Third. Revenue would be the only reason for imposing any tax on bag burlaps, and for this the rate deserves to be as low as on hundreds of other items now with burlaps in the free list. Proof mailed.

FRANK CASCADEN,  
J. M. BEMIS,  
*Bag Committee.*

## BURLAP AND JUTE FABRICS.

## STATEMENT OF MR. E. R. BIDDLE, OF NEW YORK CITY.

SATURDAY, *January 2, 1897.*

Mr. BIDDLE said: Mr. Chairman and gentlemen of the committee, I will not take up your time with any oral statement. I prefer to submit my statement in writing, which I will do in a day or two; but I would ask a moment or two of the committee to make a remark in regard to the samples that our friend from California submitted, which he says are being admitted into the San Francisco custom-house as burlaps free of duty. If these samples that I have referred to are admitted into the San Francisco custom-house as burlaps free of duty, I want to say they are not admitted into the New York custom-house free of duty.

I am an importer of burlaps and jute fabrics, and as such I should not enter them as burlaps. I consider them advanced manufactures of jute, which should pay the duty provided for them—35 per cent. I looked through these samples and it seems to me there is only one sample there that can be properly called a burlap. Several of them are twilled, whereas a jute burlap is a plain fabric of single warp and filling, made of single yarn. Many of these samples are twilled and double warped. As far as the coloring and striping of burlaps is concerned I do not think that has anything to do with it. A burlap made of jute of the texture, I say, or made of flax, jute, or hemp, as the tariff says you may do, is not the less a burlap because it is either dyed a different color or striped.

In the last ten years I have imported many thousand pounds—yes,



many thousand bales of burlaps—and among them I have imported many that have a stripe in them. They have always been admitted as burlaps. It has never been questioned.

I will say, before closing, that if those fabrics, such as the gentleman from California has submitted, are entered at the San Francisco custom-house as burlaps free of duty, I would suggest that the Treasury Department be notified of the fact and that it be communicated to the collector at San Francisco at once.

The CHAIRMAN. Are bagging burlaps, that are imported, none of which exceeds 60 inches in width, made exclusively of jute?

Mr. BIDDLE. No, sir; a burlap, according to the wording of the tariff, is a coarse, common fabric, made of jute, flax, or hemp. A burlap is a fabric I should imagine about a hundred years old. It is known in the foreign market as a hessian; originally it was made of flax or tow, about fifty years ago, when jute was discovered, burlaps of flax or tow were mixed with jute, but as the burlap made of jute began to manifest itself as an article of commercial cheapness it gradually supplanted the burlap of flax. But a burlap, either made of flax, jute, or hemp, is a burlap all the same, provided it is coarse, common weaving, not twilled.

The CHAIRMAN. Are not the burlaps manufactured for bags made exclusively of jute?

Mr. BIDDLE. Mostly so, although I import a few made of flax. There are so few made of flax that it practically cuts no figure.

The CHAIRMAN. That is, the jute is cheaper than the flax?

Mr. BIDDLE. The jute is much cheaper, and when a person asks for a burlap, it is generally considered that he wants a fabric made of jute, although there are some people who want a high-grade burlap, and they ask for a burlap made of flax or flax mixed with jute. I have imported that kind of burlaps.

The CHAIRMAN. Have you in your acquaintance with the manufacturers of burlaps in this country known of any manufactured in this country less than 60 inches in width.

Mr. BIDDLE. There are some I believe made in the St. Quentin, also the Walla Walla prisons.

The CHAIRMAN. Are any made in the State prison?

Mr. BIDDLE. I know some were formerly made in the State prison, but not to any great extent. I understand that there are bags made of the burlap cloth—that is, a small bag. I would not call it manufacturing burlaps, but nevertheless it is a bag made of burlap cloth.

The CHAIRMAN. Have articles been imported as burlaps under the free clause of the act of 1894 that were not intended for bagging purposes?

Mr. BIDDLE. Yes; there are burlaps that are made of flax of rather fine texture that contain more threads to the square inch, counting warps and filling, and less in width than the burlap which is used for bagging purposes. There are oilcloth foundations and covering for merchandise for transportation.

The CHAIRMAN. So that, although those articles were put on the free list under the guise of furnishing a cheap material for bags, they are being imported free for many other purposes?

Mr. BIDDLE. They are being imported free, and according to the wording of the law they are entitled to come in so. But as a matter of fact, it seems to me that those finer grades, especially of flax, could be eliminated.



## JUTE BURLAPS, BAGS, ETC.

## STATEMENT SUBMITTED BY W. B. CUNNINGHAM, OF NEW YORK.

NEW YORK, *December 31, 1896.*

## COMMITTEE ON WAYS AND MEANS:

Burlaps are used for grain and feed bags, peanut bags, flour bags, and for packing, etc.; also by floor-oilcloth and linoléum manufacturers as the foundations for their productions. In communications to former Ways and Means Committees I stated that if the duty was removed from burlaps consumers would get the entire benefit of such reduction. That has been absolutely the case, owing to the keen rivalry and competition in business. Neither among importers, who sell the burlaps, nor among floor-oilcloth manufacturers, who use burlaps, has there been any trust—nothing but keenest rivalry and competition. And the same is true of the sources of burlap production, viz, Dundee and Calcutta. The rivalry between these two places for the American burlap trade is so intense that prices are cut down very low.

As business is conducted on such a narrow margin by burlap importers and floor-oilcloth manufacturers, if a duty were to be imposed on burlaps, the consumers would have to pay same, and as oilcloths are largely used by the poorer classes it would seem unfair to make them pay such extra cost, i. e., a duty on burlaps.

Burlaps are not produced in this country and never can be produced here against the cheap labor of Great Britain and the still cheaper labor of India, unless a very high protective tariff is imposed and likely to be maintained. Against that the agriculturists (who are a large body of voters) would protest. The California and Pacific Coast wheat crop is packed in burlap bags, a very large quantity of which are annually used.

The only grounds on which a claim might be made for a slight duty on burlaps would be for revenue; but it seems to me sufficient revenue might be raised on other articles—luxuries, etc.—rather than a duty on a common, staple, necessary article such as burlaps, largely used for the products of farms and by floor oilcloth and linoleum manufacturers. The latter have little enough protection already, and if a duty were imposed on burlaps they would require a corresponding increase of duty on their production, as even on the present basis of free burlaps large quantities of foreign linoleums are now being imported. It would be unfair, therefore, to tax the American floor oilcloth and linoleum manufacturers by imposing a duty on burlaps (a raw material to them), and leave them to be defeated by importations of foreign oilcloths and linoleums made on free burlaps and with much cheaper labor, interest, etc., in the cost of these foreign-made goods compared with the cost (high wages, etc.) of producing oilcloths and linoleums in America.

Floor oilcloth and linoleum manufacturing is a thoroughly established American industry, with a very large amount of capital invested in the business, and should be protected against further importations of foreign-made goods.

Bag manufacturing is a large and old-established industry in this country, using enormous quantities of imported burlaps. That industry should be given some protection—say, three-eighths to one-half a cent per pound on new and secondhand burlap bags. If duty should



be imposed on burlaps, it should be a small specific rate—say, one-half to three-fourths of a cent per pound and bags three-eighths to one-half a cent additional.

On jute carpeting, owing to the wide range of values, ad valorem duty is the best. I never heard of undervaluation in jute carpeting. As the goods are cheap and used by the poor classes, the present rate of 20 per cent seems high enough. After the present act became law, I know of a domestic manufacturing concern that obtained a shipment containing a large and varied assortment of jute carpeting and rugs from abroad, in order to decide whether they would continue to manufacture the goods or supply their customers by importing foreign-made goods. They did not import any more, as they found the foreign-made goods, with 20 per cent duty, freight, and other charges, cost more than domestic-made goods. It seems to me, therefore, that there is no need to increase the present rate of duty on jute carpeting.

If the duty should be changed from ad valorem to specific, a reduction should be made on the McKinley rate of 6 cents per square yard, which, on some grades of jute carpeting, was equal to over 100 per cent ad valorem. On the average, of all the jute carpeting produced in America, the McKinley rate of 6 cents per square yard was a very high rate of duty.

I may say that I am a seller of burlaps, and have been in the business for about nineteen years. Prior to that I was over four years in Calcutta, and before going to Calcutta I was for nearly four years in the office of a Dundee jute manufacturing concern, so ever since I left school I have been in the jute or jute-goods trade.

WM. B. CUNNINGHAM.

**STATEMENT SUBMITTED BY MENTE & CO., IMPORTERS, OF NEW ORLEANS AND CINCINNATI.**

NEW ORLEANS, *December 31, 1896.*

COMMITTEE ON WAYS AND MEANS:

We are heavy importers of burlap cloth and manufacturers of burlap bags with factories in New Orleans and Cincinnati, Ohio. Burlap cloth is manufactured of jute fiber, which is not grown in this country, and consequently all burlap cloth used in the United States must be imported from abroad. Fully 90 per cent of this burlap cloth is made into grain bags. As this cloth is imported without competing against any American product used for the same purpose, it would therefore be a direct tax to place a duty on this material. The cost of manufacturing burlap cloth into bags is only 5 per cent of their value, and this cost is the same abroad. To this particular point we respectfully request your attention.

We understand that it is the purpose of a few American bag manufacturers to urge your honorable body to recommend a schedule allowing burlap cloth to enter free and a duty of from 15 to 25 per cent on imported manufactured burlap bags. American consumers of bags much prefer imported made bags, because being made from the looms they are not only more uniform but by far stronger and better. Besides this, there are imported annually into the United States free of duty nearly one hundred millions of secondhand burlap grain bags, which are consumed by American farmers because they are slightly cheaper than new bags, while they answer all purposes equally as well. Thus it can



be seen that any duty on imported bags which would be greater than that placed on burlap would prevent their importation, thus compelling the consumer to use new bags at a greater cost. These bags would be supplied by the American manufacturers who, we understand, are urging free burlap, and this would not add any revenue to the United States Treasury. The burden of this discrimination would therefore fall entirely upon the American consumers.

However, as it is the desire of your committee to rearrange the tariff so as to increase the revenues of the Government, we would respectfully request that if it be found necessary to place a tariff on burlap cloth and burlap bags, that it be a small one, and that burlap bags carry the same duty as placed on burlap cloth, because, as stated herein, the cost of manufacturing burlap bags being only 5 per cent of the value of the cloth, and this cost of manufacturing being the same abroad as it is here, a greater duty on manufactured bags in favor of the cloth would prevent importation of bags, and will compel American consumers to use domestic-made bags of inferior quality and deprive them of the advantage in using these millions of cheaper secondhand bags which they are now using.

MENTE & Co.,  
*Of New Orleans and Cincinnati, Ohio.*

**STATEMENT SUBMITTED BY RANLETT & STONE, IMPORTERS, OF  
NEW ORLEANS, LA.**

NEW ORLEANS, LA., *January 1, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

We understand that it is the intention of a number of bag manufacturers to petition your honorable committee to place a duty of 15 to 25 per cent on imported bags made of burlap cloth, and to allow burlap cloth to come in free, or if a duty be placed on the latter to have a considerably higher one levied on the manufactured bags, against which we would respectfully protest, on the ground that such action would be injurious to and a discrimination against the importers of manufactured bags, would be a direct tax on the farmers, who would be compelled to confine themselves to the use of American-made bags at a higher cost, would be class legislation for the benefit of the manufacturers, and would defeat the object your committee, we believe, has in view, of increasing the revenue of the Government.

We are ourselves importers of both burlaps and burlap bags. Burlap cloth is manufactured from the fiber of the jute plant, which is not grown in this country, nor are there, we believe, any (excepting one, the California State penitentiary) manufactories for converting this fiber into cloth; consequently a duty on the cloth would neither benefit growers of jute nor manufacturers of jute cloth.

A much higher rate of duty upon manufactured bags than upon cloth would simply result in the importation of jute goods being confined exclusively to the cloth, depriving the Government of any increased revenue and the farmer the benefit of competition.

Should your committee deem it expedient to make a discrimination in duty in favor of the burlap cloth, we would respectfully point out the justness of exempting from such discrimination second-hand burlap bags, which are very largely imported in this country, and principally for the use of the Western farmer. Said second-hand bags are almost



entirely shipped originally from this country new, filled with its products, and, under a duty tariff, having once paid duty, should be exempt from a second, or subject to a merely nominal one.

RANLETT & STONE.

### UNIFORM DUTY ON ALL BAGS AND BAGGING.

NEW YORK, *December 31, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We are importers and dealers in new and second-hand jute bags, also burlaps, which are now on the free list, and we take this method of presenting our views, rather than appearing in person.

If there should be a duty imposed, there should be no discrimination as between the made bags and burlaps, but a uniform duty on all bags and bagging. Burlaps are a complete manufacture as imported, and are used without further expense for various uses other than in the making of bags, which only requires cutting to size wanted and to be sewn by machine, at a cost of about  $2\frac{1}{2}$  per cent.

H. BREWER & BRO.

### JUTE PROPAGATION A FAILURE IN THIS COUNTRY.

ST. LOUIS, MO., *December 28, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

As the jute schedule will doubtless have the attention of your honorable committee in the forthcoming consideration of tariff revision, we beg leave to offer a few suggestions, as the article burlaps, or Hessians, enters quite largely into the requirements of the milling fraternity, both for domestic and export purposes, for flour and feed.

Protective rates in former tariffs have not, as yet, resulted in the propagation of the jute plant in this country to any material extent or the manufacture of burlaps from importations of the fiber into America; nor is it likely that in the near or even remote future the plant will be grown in the United States or goods manufactured in any sense commensurate with the commercial necessities of the case. Doubtless this was one of the reasons why burlaps were relegated to the free list in the last bill, but possibly not the main reason. In any event, they are now on the free list, and, if not absolutely necessary from a revenue standpoint, we think they ought to remain there. If, however, the necessity for revenue seems to make it important in the estimation of the committee, then we would recommend that only a revenue rate be imposed—say one-half to three-fourths cent per pound, with a small differential duty on bags over the burlaps.

It would appear that no attempt has ever been made by bag manufacturers looking toward trusts or combinations, and a small differential on the bags, over the cloth, is essential to equalize in a slight measure the very low wages of the East Indies.

As far as our knowledge extends, there never has been a strike in a bag manufactory in America, and it would seem that they are entitled to a small protection—say to the extent of three-tenths cent per pound—over the cloth, and this would not prevent large importations of made-up bags; they will still come in. So this small fraction on bags over the cloth of three-tenths cent will have the effect to increase the revenue, if



revenue must be obtained, and as duty on imports is the best possible means to such an end, and as extremely low rates or free importations result in diminished revenue, or higher rates act prohibitively; and in neither case is the Government deprived of the necessary wherewithal to meet current expenses.

Possibly there are other lines in the list of importations which are comparable to the burlap material, where climatic conditions and pauper labor enter in as a natural factor to guide the committee in their decisions, whereby moderate revenues may be realized and thus avoid extremes that yield no result, either from lack of revenue, or on the other hand very extreme protection, resulting in hardships and criticisms attending an excessive and possibly prohibitive tariff.

But the jute plant is peculiarly adapted to India, and the very low scale of the wage earner in that part of the world, amounting practically to pauper labor, will serve to retain the propagation of the plant in the far East, as well as to continue the manufacture of the fiber into cloth for commercial purposes for the world at large in the years to come.

E. O. STANARD MILLING Co.,  
E. O. STANARD, *President*.

#### TAX ON BAGS WOULD HURT THE FARMER.

LIVE OAK, CAL., *January 8, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

I note that Mr. Rutherford, claiming to speak for the interest of the people of California before your committee, advised a tariff of 2 cents on burlap. Mr. Rutherford or any other man from the Pacific Coast knows that a tariff on bags or bag material is almost a direct discrimination against the farmers of this coast, as they are required to ship all grain in bags, while east of the Rockies they can ship in bulk. A tariff of that kind would cost the grain growers of this coast more than \$1,000,000. The industries he represents have never given employment to more than 200 people outside of the State prison, and it is a great injustice to saddle such a tax on the already impoverished farmer whom the last four years have driven to the wall. Let us give them a chance to live, as they comprise a very necessary, useful, and intelligent part of our people.

H. LUTHER.

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BUFFALO, N. Y., *January 11, 1897.*

DEAR SIR: If the industry of producing jute cloth was in existence to any extent in this country, and were conditions favorable to the business, there would be some reason for putting a duty on the imported article, but we understand that jute cloth of such coarse make as is required in the fertilizer business can not be produced here at anywhere near the price at which the goods are made in India, where labor is so cheap and the material at hand.

We use in our own business annually from 600,000 to 700,000 of these bags, and our product is sold entirely to the farmers. Should this duty be imposed, it would necessitate our adding that much to the present price of our goods, which the farmer would have to pay for, and no one, as we understand it, would be benefited, for at the rate of duty



proposed the business could not be successfully carried on here in competition with the cheap manufacture above referred to. It is a tax that would fall directly upon the farmers, and instead of adding to his burdens something must be done to help him if we want prosperous times.

CROCKER FERTILIZER AND CHEMICAL COMPANY.

### BURLAPS SHOULD PAY DUTY.

ALLENTOWN, PA., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We take the liberty of writing you with regard to paragraphs 267, 268 and 269 of the present tariff bill. Our works here are specially laid out for spinning jute. We employ, if running full, which we have never been able to do under the Wilson bill, 550 hands. During the first year of the Wilson bill our works ran a little over 25 per cent of the time. It improved a little over that as time went on, but all we were able to do during the past six months was 50 per cent time. The admission of burlaps on the free list was a great injustice under the Wilson bill, and entailed not only loss of revenue to the Government, but loss to the manufacturer, and a great percentage of the looms that were at work in this country during the McKinley bill were not only stopped, but broken up by this injustice.

We are of opinion that the paragraphs above referred to should read as follows:

267. Yarn made of jute, single, in skeins and in the gray, not finer than 5 lea or number,  $1\frac{1}{2}$  cents per pound. Jute yarns finer than 5 lea or number, or if twisted, dyed, or bleached, or in any way advanced beyond single gray skeins,  $2\frac{1}{2}$  cents per pound. Twines made of jute, 40 per cent ad valorem.

268. Cables, cordage, and twine composed of New Zealand hemp, istle, tampico fiber, manila, sisal grass or sunn, 1 cent per pound.

269. Hemp and jute carpet and carpetings, 6 cents per square yard.

The duty on burlaps ought to be placed back where it was under the McKinley bill, which would bring in a revenue of \$1,500,000 to the Government, and would be nothing but justice to the manufacturer, in the face of the increasing amount of these goods made in India and in Germany, and latterly in Russia.

ALLENTOWN SPINNING COMPANY,  
D. R. MALCOLM, *Managing Director.*

NEWARK, N. J., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We wish to call your attention to the fact that we are makers of all kinds of mill supplies used in flax, jute, and hemp manufactories. We have \$100,000 employed in our business, and employ 50 hands. We have not been injured very much directly by the Wilson-Gorman bill, but we can assure you that we are of the victims who have suffered indirectly owing to the fact that all of our customers have either closed down entirely, part of their machinery stopped, or else running short time, and in consequence we have not been able to give anything like steady employment to those now in our employ, and we have had to cut down our force also.

As far as we can learn, the cause of our business falling off has been



owing to the free importation of burlaps and all kinds of jute coverings. We know for a fact that one of our customers, the California Jute Mills Company, of Oakland, Cal., has not run its mill one hour since the Wilson-Gorman bill went into effect.

We trust that you and your associates on the Ways and Means Committee will endeavor to give our customers the protection they so much need, and in that way give us steady employment for our employees.

ROBERT CRABB.

## BUCKRAM.

NEW YORK, *January 9, 1897.*

### COMMITTEE ON WAYS AND MEANS:

We wish to call your attention to buckram. This article is manufactured from imported burlap in this country. The expense of converting same from the raw-material burlap into buckram increases the value 100 per cent, and should not be imported free by calling same "stiffened burlaps," as the commercial name is and always has been buckram, never known or sold as stiffened burlaps, and could not be used for the purpose burlaps are used for. It is undoubtedly a manufacture of jute not otherwise provided for, and should come in under a duty equivalent to 35 per cent, thus giving us domestic manufacturers of the article protection.

G. E. DANIELS & SON.

## FLAX AND JUTE THREADS AND YARNS.

(Paragraphs 267, 274, and 277.)

### RATES RECOMMENDED BY MR. A. R. TURNER, VICE-PRESIDENT OF THE BARBOUR BROS. COMPANY, OF PATERSON, N. J.

NEW YORK, *January 8, 1897.*

### COMMITTEE ON WAYS AND MEANS:

We are the selling agents for the Barbour Flax Spinning Company, of Paterson, N. J., who, when the mills are running full, employ 1,200 to 1,500 people. We are greatly troubled because of the undervaluation of yarns and thread imported into this country, and must respectfully urge that, as far as may be practicable, specific duties be established in place of the present ad valorem rates. The reports of the Treasury Department and the Board of General Appraisers will give you ample evidence of attempted undervaluations, and while the customs officers and Treasury officials have been actively at work to prevent undervaluation, it is admitted that specific rates will be a decided advantage in the collection of a just revenue.

As American manufacturers we have suffered severely from foreign competition, as shown by large importations of thread and yarns, and while we request only a moderate advance from existing rates this difference will enable us to increase our production and furnish to the American market a larger product of American manufacture, and consequently give employment to a greater number of people. The average wages paid by us are greatly in excess of those paid abroad, and



our labor item is a most serious factor in the cost of our products. For the protection of labor it is absolutely necessary that we have an adequate protective duty.

We are also selling agents for the Allentown Spinning Company of Allentown, Pa., manufacturers of jute yarns and twines, where wages are paid substantially on the lines already indicated, in comparison with foreign wages. In addition to present foreign competition we have to fear the manufacturers of Calcutta and of Japan, who intend competing for American trade.

If no changes are made in the duties on raw material, we recommend the following:

Paragraph 267. Yarn made of jute, single, in skeins, and in the grey, not finer than five lea or number, one and one-half cents per pound. Jute yarns finer than five lea or number, or if twisted, dyed, or bleached, or in any way advanced beyond single grey skeins, two and one-half cents per pound. Twines made of jute, forty per centum ad valorem.

Paragraph 274. Thread, twines, or cords made from yarn not finer than five lea or number, composed of flax, hemp, or ramie, twelve cents per pound. If made from yarn finer than five lea or number, an additional duty of three-quarters of a cent per pound for every lea or part of a lea of fineness.

Yarn composed of flax, hemp, or ramie valued at twelve cents per pound or less, six cents per pound; valued at more than twelve cents per pound, fifty per centum ad valorem.

On bleached shirting linens, counting more than one hundred threads to the square inch, counting both warp and filling, and from thirty-five to thirty-seven inches in width, thirty-five per centum ad valorem.

Paragraph 277. All manufacturers of flax, hemp, jute, or other vegetable fibre, except cotton, or of which these substances, or either of them, is the component material of chief value, not specially provided for in this act, fifty per centum ad valorem.

THE BARBOUR BROTHERS COMPANY,  
A. R. TURNER, Jr., *Vice-President.*

## FLAX AND HEMP TWINES.

(Paragraph 268.)

### A SEPARATE PARAGRAPH ASKED FOR TWINES.

NEW BRIGHTON, PA., *January 6, 1897.*

COMMITTEE ON WAYS AND MEANS:

We are manufacturers of flax and hemp twines, and we do hereby most respectfully and earnestly make the following requests:

(1) We ask a restoration of the same duty on our twines as we had under the McKinley bill, viz, 45 per cent, as anything less will not afford us sufficient protection.

(2) In order to avoid any misunderstanding, we ask a separate paragraph, to read:

Twines made from flax, hemp, or jute, or any mixtures of these fibers, 45 per cent duty.

(3) In order to promote the growth of American hemp and flax, we ask for a duty of \$20 per ton on all importations of hemp, flax, and jute.

By granting these requests we are sure you will greatly promote the growth of flax and hemp in this country and enable the manufacturers of these fibers to make a reasonable profit.

BENTLEY & GERWIG, LIMITED,  
JOS. BENTLEY, *Treasurer.*



## COTTON BAGGING AND CORDAGE.

## STATEMENT OF C. E. PEARCE, OF ST. LOUIS.

SATURDAY, *January 2, 1897.*

Mr. PEARCE said: Mr. Chairman and gentlemen of the committee, I represent the manufacture of cotton bagging and also of cordage. I will not detain the committee with any remarks on this subject more than to say that I will file a brief statement of facts in connection with this matter, and will only say here now that we ask the restoration of the duty on cotton bagging as it was under the law of 1890, with a reduction from that law equaling about 25 per cent.

I want more particularly to advise the committee with reference to one or two other matters. First, in relation to vegetable fibers, hemp, etc.

I was one of a company engaged in the manufacture of hemp binding twine at Champaign, Ill., which enterprise we got well on its legs and thought it was going to be prosperous, when the action of the Fifty-first Congress in putting jute and other fibers on the free list destroyed the industry completely, and we sunk about \$175,000 in that work. We had leased about 4,000 acres of land in Illinois for the purpose of teaching the farmers of that State methods of raising hemp. We were paying for hemp straw delivered at our factory a price which produced to the farmer a better profit than he was realizing from any cereal grown on the Illinois soil.

Mr. DOLLIVER. What act did you refer to as placing hemp fiber upon the free list?

Mr. PEARCE. The act of 1890.

The CHAIRMAN. Jute, you mean?

Mr. PEARCE. Yes. It brought this Indian fiber into competition with all the native fibers of our own country so as to completely knock them out. Hemp can not compete with jute; and yet we demonstrated that a better binding twine could be made from native hemp than any twine that was in the market; the "red elephant" twine of the Champaign Company became famous all over the Northwest. If I had the framing of the tariff bill, and I have some little knowledge of the subject, I would put a duty on all the vegetable fibers that come in competition with fibers grown in this country, with proper differentials upon manufactured goods. The State of Missouri, as stated by my friend, Colonel Van Horn, was formerly a great hemp-growing district. We raised there prior to 1860 about 50,000 tons a year, and I believe not a pound is grown in the State to-day.

I also wish to corroborate in the main the statement made by my friend here, Mr. Rutherford, from California. Within the last two years I have had occasion to visit East India, China, Japan, and have been in contact with the subject. In respect to the rates of wages paid, the cost of fuel, and the cost of transportation, he is in almost every particular correct, according to my own observation. He is a little high in his estimation of freights. Calcutta freights are delivered to New York to-day as low as \$3.60. There is no doubt at all in my mind that the whole world has, in some form or other in the near future, got to protect itself against the cheap labor of India, Japan, and China, which is being brought closer and closer to us every day by the developments in telegraphy and in the lowering of the rates of transportation.

The Gresham treaty, which goes into effect in 1899, enables the



American manufacturer to take his plant and capital and locate it in Japan, and there enjoy nearly all the privileges of Japanese citizenship with reference to the transaction of business, the ownership of a plant, and also of corporate stock.

Mr. EVANS. Without becoming a citizen?

Mr. PEARCE. Yes, without becoming a citizen. That is one of the reciprocal provisions of that treaty. The development of manufacturing in that country within the last three or four years is startling, and with your permission I will just read you a list of what you call staple products in this country. Many of these I have seen manufactured in Japan, and all of them I saw in the Kioto Exposition of 1895. They are to-day manufactured in Japan, and many of the articles are made for export: Brushes of all kinds, watches (I am carrying a Japanese watch now and have done so for two years), calico, cotton goods, silk goods of all kinds, steel vessels, engines, mattings of infinite variety, wire nails, straw hats, shirts, collars, carpets, rugs, and druggets, cutlery, surgical instruments, toilet and other soap, chemicals, canned fish, pottery, bronze wares of all kinds, shoes, trunks, hand bags sewed and nailed, also shell work of all kinds, cabinet organs, bicycles, wheels, jinrikishas, leather, glass beads, and articles of bamboo composition.

All of those things are being made by labor in Japan that works to-day at a maximum of about 18 cents a day down to a minimum of 5 cents a day. I did not succeed in finding throughout a long investigation of the industries of Japan a single one in which there was a skilled mechanic paid equal to 25 cents a day of our money. That is the problem that confronts this country.

I have here a package of parlor matches, which I obtained from the Kobe Match Factory, situated in Kobe, Japan. This package came from the factory just as you see it here. It contains a dozen boxes of matches, each box containing 84 matches. They are sold to-day f. o. b. at Kobe, at a price which, reduced to our currency, is about  $1\frac{1}{16}$  cents per dozen boxes. The price I marked on the package,  $14\frac{1}{2}$  yen for 720 dozen. This reduced on an exchange value of 51 cents, makes a cent and a sixteenth of our money for a dozen boxes.

I have in my hand a watch made at Osaka, Japan, by machinery similar to the machinery used at the factory at Elgin, Ill. This watch I have carried for about a year and a half. I had it examined by two experts in our city, both as to its quality and value in the market. They both admitted that it was a perfect watch, and one said it was worth \$28, and the other said it was worth from \$26 to \$27.50 in the St. Louis market. I paid for this watch at retail, in the regular course of business, 21 yen, which, reduced to our money on the basis of exchange which existed at that time, was about \$10.90 retail. I can import these watches in lots of 500 and lay them down at Chicago or St. Louis, after paying the duty of 25 per cent, for about \$9 apiece.

Mr. EVANS. Is it a good timekeeper?

Mr. PEARCE. Yes; I have laid my other watch aside and am using this Japanese watch exclusively. My own opinion upon this subject probably differs from that of some of the gentlemen who have appeared before you. I believe that the protective tariff system is good for everything that can be produced in this country, no matter whether it is a natural product or a manufactured product. That is the doctrine which I like to stand up for and see the committee stand up for also.

Mr. DOLLIVER. Why have we not succeeded in the manufacture of this jute cloth?



Mr. PEARCE. I think we do succeed, and we have been conducting the manufacture of cotton bagging for many years, but this burlap question is one that I am not entirely familiar with. But looking back over the legislation of the country during a good many years, I do not think there has ever existed conditions of legislation which afford the encouragements necessary for people to enter upon this business in a very large way. In the first place the plant for the manufacture of different kinds of burlaps is a very expensive one. Burlap has been manufactured in large quantities, and continued to be manufactured up to 1893 for various purposes. Whether the manufacture of burlap was largely carried on for the purpose of supplying the fabric used in making grain sacks I do not know. There was made a large quantity of burlap seamless sacks, which are made upon a machine that weaves the fabric and makes the bag at the same time. This I apprehend is about the same thing as making the fabric and afterwards the bag.

The CHAIRMAN. Is the cotton bagging used in this country nearly all made here?

Mr. PEARCE. Nearly all. Some has been imported in the last two years.

The CHAIRMAN. Even with the free raw material?

Mr. PEARCE. The importation has been rising during the last two years. The starting of a large factory necessary to make that fabric is not a matter of months. It takes a long time to get it into working shape.

The CHAIRMAN. Are you a manufacturer of cotton bagging?

Mr. PEARCE. Yes, sir.

The CHAIRMAN. Then you can speak from experience as to the effect of putting it on the free list?

Mr. PEARCE. The effect is to kill it eventually.

The CHAIRMAN. Do you think in the long run the industry would have to succumb?

Mr. PEARCE. There is no doubt about it.

Mr. DOLLIVER. Could a duty upon the jute cloth be imposed that would in time secure the manufacture of that material here?

Mr. PEARCE. Yes; I have no doubt of it.

Mr. DOLLIVER. I understand one gentleman to say at the present time only 5 per cent of the jute cloth required for the manufacture of this cotton bagging was woven here.

Mr. PEARCE. I do not know what the fact is. That may be.

Mr. DOLLIVER. He spoke of it being more important for us to maintain the manufacture of bags than to maintain the manufacture of cloth.

Mr. PEARCE. Quite important, I apprehend, to maintain the manufacture of both.

Mr. DOLLIVER. It would strike me so.

Mr. PEARCE. The fact of the matter is, that under the legislation of the country during the last few years the importation of foreign vegetable fibers and products made from them has displaced nearly 2,000,000 bales of American cotton. There is imported into this country to-day, in all sorts of forms, manufactured products and fibers which are equal to nearly 2,000,000 bales of cotton.

Mr. EVANS. Do they take the place of cotton?

Mr. PEARCE. Yes, sir.

Mr. GROSVENOR. It is not true, then, that cotton has no competitor?

Mr. PEARCE. If I were a Southern planter, the first thing I would do would be to ask Congress to put a duty upon competing fibers.



There is no reason why three-fourths of all the products made from jute, sisal, hemp, etc., should not be made from cotton.

Mr. EVANS. If you were so wedded to the theory of free trade that you could not give it up even for your own interests——

Mr. PEARCE. Then I suppose I would suffer the consequences and starve if that was the end of it.

Mr. EVANS. Where is most of this jute plant grown?

Mr. PEARCE. In India—wholly there.

Mr. EVANS. Where is sisal grown?

Mr. PEARCE. In Yucatan, Central America.

Mr. EVANS. I understand that to be a sort of bastard banana plant?

Mr. PEARCE. No; it is not a bastard. It belongs to the great cactus family.

Mr. EVANS. Where does sunn grass come from?

Mr. PEARCE. I have never seen any sunn. I think it is a Central American product.

Mr. EVANS. Where does sisal grass come from?

Mr. PEARCE. Central America. I believe the British Government introduced the plant also into the Bahamas.

Mr. EVANS. Where does manila come from?

Mr. PEARCE. The Philippine Islands.

Mr. DOLLIVER. You spoke of manufacturing binding twine of hemp in Illinois, and that your product was equal to the best.

Mr. PEARCE. It had a reputation of that kind.

Mr. DOLLIVER. How about the prices of binding twine there. What was paid for binding twine there previous to the establishment of your factory?

Mr. PEARCE. The effect of establishing the Champaign factory was to reduce the cost of binding twine, I think, about  $1\frac{3}{4}$  cents a pound. In the summer of 1891, as president of the Sioux Indian commission, I had occasion to go to South Dakota, to the Pine Ridge Reservation, and I found at Rushville and a number of towns along the line of that railroad——

Mr. JOHNSON. That is in Nebraska.

Mr. PEARCE. Yes; in Nebraska. I found binding twine selling for 12 cents a pound which we sold at wholesale for 6 cents a pound. The twine they were selling for 12 cents was manufactured by our Champaign factory. Somebody was making a pretty fair profit out of it.

Mr. DOLLIVER. Can binding twine be manufactured out of the native flax product of the Northwest?

Mr. PEARCE. I would not like to venture information about that. Flax is an obstinate fiber naturally.

Mr. PAYNE. At the present time binding twine is mainly made of manila and sisal?

Mr. PEARCE. The bulk is made of sisal. Manila does the work pretty well.

Mr. PAYNE. And none of it is made out of jute?

Mr. PEARCE. Yes; there is some binding twine made of jute. Not a large quantity now, I think.

Mr. PAYNE. The price is too high, is it not?

Mr. PEARCE. No; it does not give satisfaction. The jute binding twine, I believe, has never been a complete success.

Mr. STEELE. What rate of duty would give protection to our manufacturers of bagging?

Mr. PEARCE. One and two-tenths cents per square yard, I think, would do it under existing conditions.



Mr. STEELE. What was it under the act of 1890?

Mr. PEARCE. 1.6 for cloth under 6 cents in value, and 1.8 over that. The latter part of the provision, however, has become obsolete and is no longer needful.

Mr. WHEELER. You say the reduction of duty on cotton bagging that is put around our cotton has cost this country the displacement of 2,000,000 bales of cotton.

Mr. PEARCE. Oh, no; you did not hear the remark I made.

Mr. WHEELER. I was told that was the remark.

Mr. PEARCE. I said that the importation of jute, etc., products and jute and other foreign fibers to this country equaled nearly 2,000,000 bales of cotton, and that the importation of products of vegetable fibers and of the fibers in unmanufactured form, taken in the aggregate, has displaced 2,000,000 bales of American cotton.

Mr. WHEELER. To what use is it put?

Mr. PEARCE. About one hundred different things.

Mr. WHEELER. Please mention some of the most prominent.

Mr. PEARCE. All sorts of burlaps, oilcloths, bagging, furniture packing, curtains, clothes that you wear, cordage, and carpetings of all kinds. There are very few carpetings made now which are not adulterated with jute fiber. In fact, jute is the most remarkable fiber of the world in its adaptability to all sorts of textiles as a mixture. I succeeded once in listing up sixty-five different products used by our people which are made wholly or in part from jute fiber.

Mr. TAWNEY. That could be made from cotton?

Mr. PEARCE. Most of them.

Mr. WHEELER. How much has the importation increased in the last two years?

Mr. PEARCE. Very largely. The jute crop of India has increased in six years from 4,000,000 to about 6,000,000 bales. This country takes in all forms nearly 2,000,000 bales; about 3,000,000 bales go to the rest of the world, and half a million bales are used in India for what may be called domestic use.

Mr. WHEELER. How much since 1894?

Mr. PEARCE. It has increased.

Mr. STEELE. You are speaking about 1890?

Mr. PEARCE. It has increased pretty largely—I think some 40,000 or 50,000 bales—since 1894. I will not be certain about that. The figures are obtainable, however. That is my recollection now.

I would like to say to the committee, Mr. Chairman, in relation to cordage, I think the manufacture of cordage can stand a reduction from the McKinley rate from  $1\frac{1}{2}$  cents to 1 cent, on binding twine from seven-eighths of a cent to half a cent, and on tarred cordage the same as on untarred cordage. While there was a special rating put by the law of 1890 on tarred cordage, I think it is unnecessary, as that can go in the same as untarred, so far as the industry is concerned.

Mr. DALZELL. The duty on binding twine was seven-tenths of a cent, was it not?

Mr. PEARCE. It was seven-tenths; the provisions for tarred cables and cordage was 3 cents a pound. That was a differential in favor of the tar which I think is unnecessary now.

Mr. WHEELER. How low would cotton have to fall in price to prevent this displacement—that is, to take the place of the imported jute?

Mr. PEARCE. That is pretty difficult to say. The jute is sold for 3,  $3\frac{1}{2}$ , and  $3\frac{3}{4}$  cents, depending upon the grade.

Mr. WHEELER. In India or here?



Mr. PEARCE. Delivered. The freight on it is very low. You can make contracts now, I think, as low as \$3.60 for a long ton of 52 cubic feet; that is, from Calcutta to New York.

The CHAIRMAN. Jute, I believe, is one of the cheapest fibers grown. It is grown with very little labor, and is an exceedingly cheap fiber through its natural conditions, aside from the question of labor.

Mr. PEARCE. It is perhaps the cheapest fiber known.

The CHAIRMAN. Is it possible to protect against competition from a product of that kind which, in its natural condition, is so much cheaper than other fibers?

Mr. PEARCE. That is rather a difficult question to answer. Different people would have different views about it. My own view about it is this—that I would develop our own fibers by a duty on jute and any other fiber coming in competition with our own. In other words, I would take care of my own country before I would care for any other country. I look at the tariff question as a great system of bookkeeping, and that the point to be decided is whether we are better off at the end of the year than we were at the beginning.

The CHAIRMAN. But how if you are fighting against nature in regard to these fibers? In other words, would you undertake to raise coffee and tea in this country, with natural conditions against you, in competition with those countries where natural conditions are in favor of the raising of tea and coffee?

Mr. PEARCE. I do not think that that question is entirely applicable. I have seen jute 16 feet high growing in this country. Jute and ramie can be grown anywhere in this country south of Lexington, Mo.

The CHAIRMAN. Is it true that jute can be grown here as successfully, in view of the climatic and soil conditions, as it can in India?

Mr. PEARCE. I have no doubt of it.

## HEMP BINDER TWINE.

(Paragraph 268.)

### STATEMENT OF MR. R. W. McCRERY, OF FRANKFORT, KY.

SATURDAY, *January 2, 1897.*

Mr. McCRERY said: Mr. Chairman and gentlemen of the committee. I desire to say a few words in corroboration of the statement of Mr. Pearce, and pertinent to the inquiry made by the Member from North Dakota in regard to the possibility of making satisfactory hemp binder twine in this country—of course in reference to the cost of the article. I would say that I am the secretary and general manager of a company which has made hemp binder twine since 1880, and that we even made a small amount last year in spite of the very great disadvantage in regard to prices. We made between 300,000 and 400,000 pounds of it, and as that twine was sold at about 4 cents a pound less than other twine and obviously to people who had been using that class of goods for ten years, that fact is evidence of its being satisfactory.

Mr. DOLLIVER. I would like to know if there is anybody here to inform the committee whether our native flax fiber can be made use of. I understand there is a gentleman here who has been making some experiments on that point, and I would like to hear him.



## FLAX THREAD, YARN AND TWINE.

## STATEMENT OF MR. JOHN W. BELL, OF ANDOVER, MASS.

SATURDAY, *January 2, 1897.*

Mr. JOHN W. BELL, of Andover, Mass., came before the committee.

Mr. DOLLIVER. I want to know whether you have made any experiments in regard to the use of native flax fiber in the manufacture of any of these cloths that are made out of jute?

Mr. BELL. I know absolutely nothing of the manufacture of cloth. The concern that I represent is wholly a flax thread, yarn, and twine manufactory that was started in 1835, being the first mill of the kind started in this country. We are not to-day using, and have never, to my knowledge, used a pound of American-grown flax. We have used flax grown in Canada, which is in the nature of a Russian flax, or is used for the same purpose. The bulk of the flax that we manufacture is Belgian.

Mr. DOLLIVER. Have you made any experiments, aside from your usiness, as to the use of American-grown flax?

Mr. BELL. I have had in my hands a sample of flax sent to us from Minneapolis. I believe it was cultivated in Minnesota and rotted there. It was sent to us by a man named Warden. It weighs perhaps less than half a pound, and it shows a very nice and very fine fiber. Whether the sample is what is called a laboratory sample or not I can not say.

Mr. DOLLIVER. Was Mr. Warden connected with the woolen mill that was started at Minneapolis after the passage of the tarriff act of 1890?

Mr. BELL. I do not know exactly. I got the impression that he had got up some machinery for pulling flax from the ground. If such machinery could be developed it would do much for flax culture in this country. In connection with that I understand that they are trying experiments for rotting flax, but so far as my experience goes we have been unable to manufacture any goods from American grown flax, for the reason that American flax is grown for the seed rather than for the fiber, and therefore the fiber is neither long enough nor strong enough for manufacture.

## COTTON BAGGING AND CORDAGE.

ADDITIONAL STATEMENT SUBMITTED BY MR. CHARLES E. PEARCE,  
REPRESENTING THE AMERICAN MANUFACTURING COMPANY.

The following statement of facts is respectfully submitted concerning jute bagging for baling cotton.

ST. LOUIS, MO., *December 24, 1896.*

*Past duties.*—Act of 1846 the rate was 25 per cent ad valorem; act of 1861,  $1\frac{1}{2}$  cents per pound (equal to 3 cents per yard for 2-pound bagging); act of 1863,  $2\frac{1}{4}$  cents per pound (equal to  $4\frac{1}{2}$  cents per yard for 2-pound bagging); act of 1864, 3 cents per pound (equal to 6 cents per yard for 2-pound bagging); act of 1870, 2 cents per pound (equal to 4 cents per yard for 2-pound bagging); act of 1872,  $1\frac{8}{10}$  cents per pound (equal to  $3\frac{6}{10}$  cents per yard for 2-pound bagging); act of 1875, 2 cents per pound (equal to 4 cents per yard for 2-pound bagging); act of 1883,  $1\frac{1}{2}$  cents per pound (equal to 3 cents per yard for 2-pound bagging); act of 1890,  $1\frac{6}{10}$  cents per square yard; act of 1893 was put upon the free list.



The Wilson bill as passed the House provided 15 per cent ad valorem. The rating was agreed to in the conference committee of the Senate and House. The product was carried to the free list on motion of Senator Vest. The conference report was not presented for consideration.

There are 11 bagging mills in the United States, of which 5 are in the Northern and 6 in the Southern States.

Capacity of American mills, about 76,000,000 yards per year.

Required for cotton crop of 8,500,000 bales, 58,000,000 yards.

Surplus productive capacity of American mills, 18,000,000 yards.

Average weekly wage paid for all hands in American mills, about \$5.75.

Average weekly wage paid for all hands in Dundee, Scotland, about \$2.35.

Average weekly wage paid for all hands in Calcutta mills (silver), 80 cents.

For Calcutta wage rates, see Consular Report No. 102, page 379.

The 26 Calcutta mills employ over 60,000 hands (largely coolie), and have substantially destroyed most of the Dundee establishments. (See Dundee Advertiser, June 1-4, 1894.)

Since 1892 the Calcutta mills have also substantially destroyed the manufacture of burlap in the United States.

Under the law of 1883 the duty on jute butts was \$5 per ton, equal to one-fourth cent per pound. By law of 1890 jute butts were made free. A reduction of the duty on bagging corresponding to the remission of the duty on jute butts, by the law of 1890 making butts free, would have left the duty on standard 2-pound bagging equal to 2½ cents per yard. But, in fact, the law of 1890 reduced the duty on bagging far below that rate. By the law of 1890 the duty was made specific, and the rate was 1.6 cents per square yard.

To prevent frauds on the Treasury and protect American manufacturers, the duty in the proposed law should be specific, and it is believed that a rate of 1.2 cents per square yard will, under existing conditions, be reasonably protective. This makes a reduction of about 25 per cent from the law of 1890.

The following tabulation shows the manufacturer's prices for 2-pound bagging (i. e., 2 pounds to yard) at New York as a basis for different periods during the last thirty years:

| Cents per yard. |     | Cents per yard.                 |      |
|-----------------|-----|---------------------------------|------|
| September—      |     | September (average for season)— |      |
| 1866.....       | 35  | 1891.....                       | 6    |
| 1870.....       | 30  | 1892.....                       | 6.20 |
| 1875.....       | 12¾ | 1893.....                       | 5.04 |
| 1880.....       | 12  | 1894.....                       | 5.65 |
| 1885.....       | 10¾ | 1895.....                       | 4.80 |
| 1890.....       | 7½  | 1896.....                       | 4.98 |

The lowest price ever reached prior to 1890 was 7½ cents per yard; that was in 1887, and was owing to an enormous jute crop and consequent low prices.

The favorite brands of jute butts used by manufacturers cost, laid down in New York, during the last three years from 1½ to 2 cents per pound, making the cost of those grades of material from 3 to 3½ cents per yard. The India jute crop has increased from 4,000,000 to 6,000,000 bales since 1891; of this aggregate about 2,000,000 bales comes to the United States in the form of raw material and manufactured products; about 3,500,000 bales goes to the rest of the world, and about 500,000 bales is for what is called "domestic use."

The closely approximating cost of making, in the United States, 1 yard of bagging is latterly 2.03 cents, exclusive of raw material. The extreme low price of the product has been due to the fact of sharp competition among American manufacturers.

It is absolutely impossible for American or English mills to survive the competition of Calcutta, with her cheap coolie labor, without a duty sufficient to equalize conditions.

The destruction of the American bagging mills and the enforced idleness of 5,000 more industrial workers will serve no purpose other than to carry to East India this branch of manufacture, and subject cotton bagging in our own markets to the arbitrary prices fixed by the East India Jute Association.

The committee is therefore respectfully asked to provide the following paragraph:

"Bagging for cotton, gunny cloth, and all similar material, for covering cotton, composed in whole or in part of hemp, flax, jute, or jute butts, one and two-tenths cents per square yard."

Respectfully submitted.

JAS. S. MURDOCH,

*Secretary and Treasurer Charleston Bagging Manufacturing Company.*

I have examined the foregoing statement submitted by Mr. Murdoch, of the Charleston Bagging Company, and concur in the same. Having



personally inspected the leading jute mills of Dundee, and also those of the Calcutta district of East India, it is apparent to me that the well-known decline of Dundee is wholly attributable to the extremely cheap labor of India. I believe that a duty of 1.2 cents per square yard on "bagging for cotton, gunny cloth, and all similar material for covering cotton, composed in whole or in part of hemp, flax, jute, or jute butts," is necessary to afford reasonable protection to the American mills engaged in this industry. It is believed that this reduction of 25 per cent from the law of 1890 is practicable by reason of a reduction in the cost of raw material, reduction of cost in freight, and improvements in processes of manufacture. There is no "trust" in this business. The operation of the law of 1890 did not increase the cost of this product to consumers. Contrarywise the market price has with very slight variation constantly fallen year by year from 1890 to 1896, inclusive. This decline has in the main been owing to falls in the cost of material, to the large surplus stocks annually produced by the manufacturers, and the sharp competition among them to market their respective outputs. Jute is commercially produced in India only. It is brought down the rivers in the shape of long or "gross" jute, mostly to Calcutta. There it is assorted, cut, graded and compressed for export. Jute butts are the roots or "butt" ends of the stalks, cut off because of their unfitness for fine work. It was formerly waste, but became a commercial product some thirty years ago.

Cotton bagging used for baling cotton is made from jute butts. Loose jute is graded and marked in Calcutta, and in that form is worth one-fourth of a cent per pound less than when baled and made ready for shipment. This saving of cost was one of the causes that led to the rapid development of the Calcutta mills, which, by reason of this advantage, together with cheap coolie labor, have absorbed year after year increasing proportions of the jute business of the world. These mills, located upon low-cost lands, are equipped with the best English machinery, delivered free of duty, and are operated under English superintendence. They are furthermore all associated together in the East Indian Jute Association, one of the largest industrial combinations in the world, having for its object the regulation of supply, the fixing of prices in noncompetitive markets, and the recoupment there of their losses incurred by the cutting of prices in markets where the competition of foreign manufacturers exists.

The competition on cotton and woolen goods, comes exclusively from civilized countries which employ white labor. The rapidly rising competition on goods manufactured from jute comes from a district of the world where the lowest grade of labor in the world is utilized—labor which exists on wages at which the most economical American would starve.

It would seem, therefore, that American manufacturers of jute goods are entitled to at least as much consideration as those engaged in the production of cottons or woolens, especially in view of the fact that the former have paid to our Government a duty of 45 per cent on all or nearly all the machinery which they use. The plant cost of the American Manufacturing Company operating 230 looms is nearly \$2,000,000, or about \$8,000 per loom, inclusive of land, buildings, machinery, and appliances. The working capital required is about \$1,300,000.

In India there are 26 jute mills, having about 9,000 looms and using over 1,500,000 bales of jute and cuttings annually. From the official reports made of these mills, it appears that the plant cost is about \$1,600 per loom. This wide difference of cost arises in part from the



duties collected by our Government on machinery, and from the high wages paid to our mechanics employed in building and in the erection of machinery, both being twenty times more per hour of labor than is paid in India for similar mechanical work. Furthermore, the greater cost per loom of an American mill causes added expenses of larger proportionate magnitude in many particulars, such as insurance, wear and tear, interest on investment, depreciation, repairs, and local taxes. This last item paid in the United States is equal to 5 per cent on the entire cost of a mill of equal size in India. The general policy prevailing in Great Britain, India, and Japan, is to encourage manufacturing by minimums of local taxation, and in this respect much advantage is experienced over the United States.

Applying time and output tests at different parts of the East Indian plant, I am unable, in a comparison, to find a superior productive capacity in either a Scotch or American mill, exceeding 15 per cent.

Owing to the fluctuations in silver, and the changes effected by electrical appliances, it is difficult for purposes of comparison to get a basis for estimating the cost of making a square yard of 2-pound bagging in East India, and the same in the United States, but it will not vary much from four and one-half tenths of a cent in the former, and 1½ cents in the latter. A duty of 1.2 cents per square yard is therefore needful to equalize the difference in labor cost.

Another point is important in this connection. American manufacturers of bagging being on the ground and buying their material eighteen months in advance, are always able to supply a normal demand throughout the cotton season. A failure thus to do would involve enormous loss to the cotton-growing industry. Following climatic conditions a cotton crop is frequently known to rise or fall to the extent of a million bales after the middle of September. The destruction of the American mills would inevitably subject the cotton-growing interest to all the accidents and caprices incident to a foreign supply proceeding from the most distant quarters of the globe. Whether this is important to be considered may be judged from the fact that in the midsummer of 1896, nearly 8 per cent of the supply required for the year (material and product) was destroyed by two fires in twenty hours, besides other losses of material by shipwreck. The large surplus stocks on hand prevented any advance in market prices. (See table of market quotations.)

Incidental to the foregoing statement we respectfully ask that paragraph 601 of the law of 1890 and paragraph 501 of the existing law be left out of the law now proposed. This provision can perform no office other than defrauding the revenue of the Government, except the stuff be used for paper stock, for which provision is made elsewhere.

Incidental, also, we would ask that if paragraph 670 of the law of 1890 is incorporated in the proposed new law, it shall be made to read as follows:

Paper stock, crude, of every description, including all grasses, fibers, rags (other than wool), waste, shavings, clippings, old paper, rope ends, waste rope, waste bagging, old or refuse gunny bags, or gunny cloth, and poplar or other woods, fit only to be converted into paper: *Provided*, That any piece of waste bagging, gunny bags or gunny cloth which measures more than fifteen inches in any direction shall be classified as manufactures of jute, or other vegetable fiber, and shall pay duty accordingly.

It is a fact in practice that large quantities of so-called waste bagging, gunny bags, and gunny cloth are imported free as paper stock, transferred to second hands, opened up, and all pieces of considerable



size are selected out, and after being sewn together pass into commercial use for baling and package purposes. It is found in practice that the revenue officers will not make a discrimination, "fit only to be converted into paper," and, therefore, the additional provision is necessary to protect both the Government and the American manufacturers.

As manufacturers of cordage we also ask that the paragraph relating to the same be formulated as follows:

Cables, cordage, and twine (except binding twine) composed in whole or in part of istle or Tampico fibre, manila, sisal grass, or sunn, one cent per pound; all binding twine, manufactured in whole or in part from istle or Tampico fibre, manila, sisal grass, or sunn, one-half of one cent per pound; cables and cordage, made of hemp, two and one-quarter cents per pound; tarred cables and cordage, same rate per pound as untarred of same materials.

Although the rates above suggested are about 25 per cent below the respective rates of the law of 1890, I believe they are reasonably protective at the present time.

CHAS. E. PEARCE,  
*On Behalf of the American Manufacturing Company.*

## RUSSIA BOLT ROPE.

(Paragraph 277.)

### STATEMENT SUBMITTED BY DE GRAUW, AYMAR & CO., OF NEW YORK, AND BOYNTON & CO., OF BOSTON.

NEW YORK, N. Y., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We would respectfully call your attention to the subject of Russia bolt rope, tarred, made of Russian hemp. Under the McKinley Act, cordage not made of hemp was made dutiable at  $1\frac{1}{2}$  cents a pound, cordage made of hemp at  $2\frac{1}{2}$  cents a pound, and cordage, tarred, at 3 cents a pound. Under the act of 1894 only cordage composed of New Zealand hemp, istle or Tampico fiber, manila, sisal grass or sunn was provided for eo nomine and at the rate of 10 per cent ad valorem. All other cordage of hemp was dutiable therefore under the general clause of manufactures of hemp at 35 per cent ad valorem.

This limitation to cordage made of certain materials, if made with the purpose of allowing the importation of cordage which would not interfere with American manufactures, should have properly included Russia bolt rope, but for some unknown reason or through inadvertence it was left out.

Russia bolt rope is not made in this country and the attempt to make the same has never been successful here. All attempts hitherto have been failures, owing to the fact of our not knowing how to treat the hemp and mix the tar properly, and further, the tar used is much superior in every way to the tar produced here.

There was no sense in not making the rate of duty the same on rope made from Russian hemp as that made from manilla, sisal, and sunn for in the large part both are used for the same purpose, i. e., putting on sails.

Those who framed the McKinley Act did not think it advisable to legislate against Russia bolt rope. Russia bolt rope is manufactured



only by one firm in the world, J. Hoth, of St. Petersburg, and they hold the secret of manufacturing it, especially that portion of the secret which relates to tarring it. In 1894 there was of all kinds of tarred cordage, \$23,768.98 worth, imported, from which it can be seen that there was not a large revenue involved in this question. There are about 3,000 coils, averaging from 125 to 150 pounds, imported into this country a year. This bolt rope is used for two purposes, for binding the edges of sails for sailing vessels, and for use as pursing lines on seines used in fishing, and nothing has yet been found that will work as satisfactorily for seine purposes as Russia bolt rope. There is about one-half of the amount used in each of these two directions. It sells in the United States for about 15 cents a pound, average price, duties paid. Ordinary cordage of manilla sells in this country from 6 to 7 cents a pound.

Binder twine is free of duty. If the wheat and grain growers have free binder twine, why should not the fishermen also be favored by having free bolt rope for use on their seines and vessels?

Again, the materials for construction of vessels can be imported and withdrawn from bond free of duty if the same is used in the construction or repair of American vessels. Why should not bolt rope, which goes into the sails of vessels, part of the apparel, be discriminated against and duty assessed upon it?

In the matter of revenue the argument could not be advanced that a reduction in duty would reduce the revenue because the importations are so small and a reduction would not increase materially the importation, as the demand is limited and the uses comparatively few to which it can be put. A reduction in the rate of duty or putting it on the free list would most certainly reduce the cost to the consumer.

We ask that in the new tariff act no discrimination be made against Russia bolt rope, and that it be provided for at the same rate as other cordage, at 10 per cent ad valorem. If the 10 per cent ad valorem rate was applicable to Russia bolt rope there would be no injury to any domestic manufacture, and it would benefit the American fishermen to whom the article goes as part of his equipment.

If any other rate be fixed we request that no discrimination be made against Russia bolt rope.

DE GRAUW, AYMAR & Co., of New York.  
BOYNTON & Co., of Boston.

## CORDAGE AND BINDING TWINE.

(Paragraph 268, and free list, paragraph 399.)

### FOREIGN MILLS ARE DOING A LARGE BUSINESS.

SAN FRANCISCO, *December 30, 1896.*

DEAR SIR: The present law only protects rope by a duty of 10 per cent ad valorem, binder twine being admitted free of duty. A specific duty of at least 1½ cents per pound should be put on both rope and binder twine. There is one rope factory in Hongkong about to double its capacity, and two in Japan which are subsidized by the Japanese Government. These mills, with their cheap coolie labor, can land their



goods here and undersell us—in fact, force us to close our mills. Our business is threatened at its very doors by these cheap foreign importations, and the mills on the Atlantic Coast have a hard struggle to compete with the cheap labor of Europe.

TUBBS CORDAGE COMPANY.

## MANILA AND SISAL CORDAGE.

(Paragraph 268.)

### AMERICAN MANUFACTURERS HANDICAPPED BY THE COST OF LABOR.

NEW YORK, *December 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We respectfully ask your consideration of our views, herein expressed, in regard to the tariff duty on manila and sisal cordage. Speaking from the Pacific Coast point of view, so far as we can learn, in our line labor is 50 per cent higher with us than in Europe unless we should employ Chinese labor, which we do not do.

Skilled labor with us, such as feeders to breakers, rope layers, etc., are paid from \$1.75 to \$2.50 per day; machinists, \$3 to \$3.50, and engineer, \$100 per month. Our interest, insurance, and taxes are all much higher than in Europe, and our condition is one of minimum output at the maximum cost. The European manufacturers can sell their surplus to our trade at a figure that is a loss to us, shipping the same in by sailers, which load for the return voyage with wheat.

The additional cost to us under these conditions over what it costs our foreign competitors more than offsets the present duty of 10 per cent ad valorem on rope and nothing on binding or harvest twine.

In addition to that competition, we can see plainly in the near future the competition that is to come from China, where there is now a factory in operation, with their skilled labor at 25 cents per day in silver or about 13 cents gold. This the writer knows to be a fact, for he was through the factory last October and, with the exception of a foreman and superintendent, saw only Chinamen employed, and upon the statement of the superintendent, at the wages given above. This statement was verified from outside sources as to the current price of skilled labor.

The world's source of supply of manila hemp is the Philippine Islands, about two and one-half days' journey from Hongkong, so that the manufacturers there are not obliged to carry large stocks of raw fiber as the manufacturers in other countries are, and the freight on manufactured goods should be less than on the bulky raw fiber.

Now, as the labor in manufacturing cordage is two-thirds the expense, we think it would be both a wise and equitable policy to protect the cordage manufacturers in this country by a specific duty of say 1 cent per pound on rope and five-eighths cent per pound on binding twine.

THE PORTLAND CORDAGE COMPANY,  
By SAML. M. MEARS, *President.*



**BINDING TWINE.**

(Free list, paragraph 399.)

**NO REASON FOR SINGLING OUT THIS INDUSTRY FOR A FREE  
TRADE SACRIFICE.***XENIA, OHIO, December 17, 1896.***COMMITTEE ON WAYS AND MEANS:**

We trust that the forthcoming revision of the tariff will be accomplished without overlooking the claims of the binder-twine industry. This line of manufacture has been wholly unprotected since the enactment of the Wilson law, and American mills have been constantly subjected to foreign competition. This has been especially true during the past year, large quantities of twine having been imported from Canada and elsewhere, involving shorter running time for mills in this country, and consequent loss of wages to operatives and profits to mill owners.

There was no good reason why the binder-twine industry should have been singled out of all others for free trade. The reason which operated to influence Members of Congress was that there was at the time a binder-twine trust which was seeking to control the American market for binder twine. The operations of this trust aroused considerable opposition among the farmers, and this opposition was reflected in the action of Congress. The injustice of this action is apparent when it is considered that the trust at that time controlled only about one-half of the mills of the country, and those outside were as much opposed to the operations of the trust as the farmers themselves, and were engaged in a hard fight for existence. Even before the enactment of the Wilson law the binder-twine trust had failed, and it was then in the hands of a receiver, and has since ceased to be the all-important factor in twine manufacture that it was formerly, even in the hands of its present manipulators. Some of its mills have been sold, others have been dismantled, and some are standing idle, leaving only about five mills in active operation, against a much larger number of mills outside the combination. The personnel of the management has also changed, and the managers are now conservative business men, who are not seeking to control the market, but are endeavoring to so manage the few mills yet remaining in their hands as to make a reasonable profit. That they are not seeking to corner the supply of binder twine is evinced by the fact that they are selling mills instead of buying them.

But we are not apologists for the National Cordage Company, or its successors. We are not and never have been connected with the twine trust, and we claim that our business is as fairly entitled to protection as that of any other line of manufacture. Under the McKinley law a duty of seven-tenths of 1 cent per pound was placed on binder twine. This is not an extravagant item of protection, surely, and cuts but a very small figure in the cost of twine to the consumer, even if the tariff were added to the cost of production, which experience has abundantly proven is not the case. The simple effect of a tariff at that figure would be to reserve the American market for American manufacturers, instead of throwing it open to Canadians and others, who make practically the same prices as Americans, and only succeed in closing the American mills a little earlier in the season than would otherwise be the case. Canada, on the other hand, has a tariff on binder twine,



amounting, we believe, to seven-tenths of 1 cent per pound (the same as the McKinley tariff), and we are wholly unable to compete in their market.

THE HOOVEN & ALLISON Co.

## SISAL AND MANILA BINDING TWINE.

### STATEMENT SUBMITTED BY MR. HENRY WOLFER, WARDEN MINNESOTA STATE PRISON.

STILLWATER, MINN., *January 5, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We have experimented with domestic fibers, American hemp and flax; in fact, was obliged to manufacture domestic fibers into binding twine at least three years longer than we should have done, or would have done, were it not for the fact that our system of machinery could not be used in the manufacture of manila and sisal fibers. The manufacture of binding twine was commenced in this institution in 1890. About 300,000 pounds was manufactured the first year; the next year 800,000 pounds. This gradually increased until it reached 1,800,000 pounds in 1894. The first year it was sold for 10 cents a pound, the next at 9 cents, and gradually reduced until the season of 1894, when we were obliged to sell it at 5½ cents in order to compete with sisal and manila twines. During the last two years of the operation of the twine plant on domestic fibers we were obliged to sell below cost of production in order to meet competition and dispose of the product. I made a full and complete report of the operation of the twine plant to the legislature in the winter of 1894-95, a copy of which is herewith submitted. After a careful investigation of the matter a bill was introduced in the lower house providing for the purchase of a system of long-line machinery for the manufacture of sisal and manila fibers. A copy of this bill is herewith submitted. (Exhibit A.) A system of machinery with a daily capacity of 9,000 pounds was purchased. The capacity of the plant has been increased by the purchase of additional machinery since. It was increased to an average capacity of 10,000 pounds per day about one year ago. We have just purchased some more machinery, which will now increase our daily capacity to about 12,000 pounds.

We sold our output of sisal and manila twines in 1895 at the following prices: White sisal twine, 500 feet to the pound, 5 cents; standard, 500 feet to the pound, 5 cents; sisal and manila mixed, 600 feet to the pound, 6 cents; pure manila, 675 feet to the pound, 7 cents. We sold last season (1896) at the same prices. At these figures, with prevailing prices of foreign fibers, we were enabled to furnish the twine dealers and farmers of our State their twine at very satisfactory prices and below the prices asked by outside manufacturers, and at the same time render some profit to the State.

Now, to return to domestic fibers, I can say that my experience has been that it is impossible to utilize domestic fibers in the manufacture of binding twine unless the product can be sold at least 3½ cents per pound above the present ruling prices. There is no question but what good binding twine can be made from American hemp, but it will be at a greatly advanced cost. This would, of necessity, be a great hardship upon the agricultural interests of our State. Good binding twine could also be made from American flax, but the cost of its production would be still dearer than that of American hemp. In other words, both American hemp and flax fiber, when made sufficiently clean to be



used for the manufacture of a good article of binder twine, would be worth much more than the binder twine could be sold for, of which it is composed, in the manufacture of commercial twines, crashes, etc.

There is no question but what the twine plant at Stillwater has saved the farmers of the State of Minnesota hundreds of thousands of dollars, and that it has compelled jobbers and dealers to sell to the farmers on a closer margin than they otherwise would have done. The growers of American hemp in Nebraska and Kentucky, of whom we used to purchase our fibres, can not grow hemp to be used in the manufacture of binding twine and make a good living profit unless the product can be sold from 3 to 4 cents a pound above the prevailing prices to-day.

I do not think the twine and cordage business at the present time is controlled by a trust, although in times past it has been one of the largest monopolies in America. With the downfall of the National Cordage Company, which afterwards reorganized under the name of the United States Cordage Company, and still later the Standard Rope and Twine Company, the old twine trust has lost its grip. I have no doubt that efforts have since been made to reorganize, and that an attempt is being made now to control the output so as to regulate prices above the present standard, although it has been my experience that with prices prevailing the past two years, which are lower than they have ever been before, there is a fair profit in the business. We sold our twine the past two years on an average of about three-fourths cent below the ruling prices of jobbers outside of the State, and we supplied about from one-fourth to one-third of the twine required in the State last season. On a good crop year we will probably not be able to manufacture more than one-fourth of the amount required. Our output this year will be about 4,000,000 pounds. I also desire to say for your information that the twine manufactured from American hemp and flax fiber is about equal in grade—that is, as to length, tensile strength, etc.—to the white sisal or standard grade as indicated in my schedule above.

HENRY WOLFER,  
*Warden Minnesota State Prison.*

#### EXHIBIT A.

WARDEN'S OFFICE, MINNESOTA STATE PRISON,  
*Stillwater, Minn., February 18, 1895.*

Hon. S. A. LANGUM,  
*Secretary of the Senate, State Capitol, St. Paul, Minn.*

SIR: Responding to your notification of the 13th instant, I have the honor to report in accordance with the resolution adopted by the honorable the senate of Minnesota, which is as follows:

“*Resolved*, That the warden of the State prison at Stillwater is hereby requested to furnish, for the use of this legislature, a full statement of the various sums of money appropriated for the purpose of purchasing and operating the twine factory at said prison, together with all sums used incidentally in any way in the purchase of material, in the care, storage, hauling, and sale of the produce, including expenses of officers and agents and rebates given on sale. That such statement contain, in addition, a statement of the amount of twine manufactured and sold each year; the price at which sold, as near as may be; the amounts carried over unsold each year; the amount of unsalable twine made; the amount and value of twine on hand; the sums in full received each year on sale of twine, and the total so received since the factory was established; also, whether any twine has been sold on time, and, if so, how much remains uncollected and how such uncollected balance is secured.

“That the warden is also requested to advise this legislature whether, in view of all the facts, including as a first consideration the highest good of the prisoners, the legislature should continue and enlarge upon the work of manufacturing twine in the prison.”

The accompanying separated tabulated statements of each year's transaction connected with the manufacture of twine from the beginning of its operation up to the present time, together with a full recapitulation of all matters pertaining thereto,



showing the disposition of all appropriations, etc., furnished by our chief clerk, will fully inform you on all matters pertaining to a full and complete knowledge of all business connected with the manufacture and sale of binder twine in this prison. Over one-half of the amount of twine manufactured during the year ended July 31, 1893, was carried over, owing to the unfavorable conditions caused by the demoralized condition of the twine market. This amount, together with the manufactured product of the year ended July 31, 1894, was placed on the market last season. In order to meet all necessary competition and effect a clearance of the entire product without any unnecessary loss to the State, the board of managers adopted such measures as they deemed necessary to accomplish this end. The fact that nearly the entire product was disposed of under conditions favorable and satisfactory to consumers, and with such a small loss to the State, is proof that the best interests of all concerned was wisely subserved.

The management has been obliged to sell a large proportion of the twine manufactured in this prison on time. A refusal to so accommodate would unquestionably have necessitated the closing down of the twine plant long ago, with a large stock of unsold twine left on hand. An unusually large amount of twine was sold on time this last season, consequent upon conditions heretofore mentioned, consequently our uncollected balance at this time of the season is much larger than former years; but considering the hard times and the difficulty in making collections in all lines of business, I think we have collected fairly well. The whole amount of bad debts on our books from the beginning of the operation of the twine plant up to the present season, will not exceed \$1,500. The uncollected balance outstanding from last year's sales is in such shape that the percentage of loss from bad debts will be very small. Some of them, however, will have to be carried over until next fall.

As to the matter of advising the legislature whether, in view of all the facts, the legislature should continue and enlarge upon the work of manufacturing twine in the prison, I would respectfully suggest that if it is the policy of the legislature to continue the manufacture of twine at all, there can be no question but that the best interests of the State and all others concerned will be best subserved by putting in a system of hard-fiber machinery as soon as practicable. We have been obliged to compete with hard-fiber twines under great disadvantages for the past three years. The price of hard fibers, sisal, and manila has steadily declined, while the market price of hemp to-day is higher than it was three years ago. This unfavorable condition, from the present outlook, bids fair to continue.

A good system of long-line machinery would enable the State to manufacture twine under conditions equally as favorable with outside factories. There is, as you will notice, an unexpended balance of \$15,683.82 of the old twine plant appropriation still available and now in the hands of the State treasurer. It would require an additional appropriation of not more than \$9,000 to put in a system of hard-fiber machinery to manufacture sisal and manila twine, with a capacity of from 7,000 to 10,000 pounds per day. We can not continue to manufacture hemp twine and compete with sisal and manila without an increasing loss to the State. This is the only soft-fiber factory now in operation in the United States. All of the others gave up the unequal contest two years ago.

The manufacture of twine does not furnish the prisoners with employment that will enable them to learn a trade at which they can earn an honest living upon their discharge from prison. This furnishes a serious objection to it as a prison industry, yet the force of argument in favor of its continuance, on the other hand, because of its benefit to a large class of our taxpayers, appears to justify the continuance of this industry, at least to a moderate degree. The board of managers, in its biennial report to the governor, recommended the purchase of long-line machinery, provided it was the policy of the State to continue the manufacture of twine as a prison industry. Upon its recommendation His Excellency Gov. Knute Nelson, in his biennial message to the legislature, fully advised as to the wisdom of speedily putting in suitable machinery for the manufacture of hard-fiber twine.

All of which is respectfully submitted.

HENRY WOLFER, *Warden.*

## JUTE AND HEMP CARPETS.

(Paragraph 269.)

### STATEMENT SUBMITTED BY THE LAMOND & ROBERTSON COMPANY, OF PATERSON, NEW JERSEY.

PATERSON, N. J., *December 31, 1896.*

DEAR SIR: In accordance with your request, we beg leave to submit to you the following statement of our attitude, as well as those engaged



in the same business of manufacturing jute and hemp carpet, in reference to Schedule J of the bill known as the Wilson bill.

If you will kindly refer to the tariff law of 1890, known as the McKinley bill, under Schedule J you will find, in paragraph 361, that yarn made of jute had a duty of 35 per cent ad valorem placed upon it; and under heading of paragraph 363 you will find that hemp and jute carpets and carpetings were protected to the extent of 6 cents per square yard, which, if we calculate from the price at which carpet was sold per yard, would be really a protection of about 50 per cent ad valorem. While the Wilson bill of 1894 was under consideration, and before it was printed as amended, you will find under Schedule J, paragraph 267, that yarn made of jute had a duty of 30 per cent ad valorem, while under the heading of paragraph 269 it will be seen that hemp and jute carpets and carpetings were to be protected to the extent of 4 cents per square yard, which would be at least a protection of about 34 per cent ad valorem.

Mr. Babbit, of the Chelsea Jute Mills, had frequently been in Washington working in behalf of Schedule J, but was forced to leave this country on business prior to the close of the session of the House of Representatives. His place was taken by Mr. Turner, of the Barbour Mills, of this city, who went to Washington, and did his utmost to have a proper amount of protection put upon the flax, jute, and hemp business. When Mr. Turner left Washington, it was supposed that paragraph 269, Schedule J, would remain as it was at that time, namely, a duty of 4 cents per square yard, which would be, as above stated, a protection of about 34 per cent ad valorem. Instead, however, of remaining so, through evidently some misunderstanding, the bill was passed as follows: The duty on yarn made of jute, as per paragraph 267, Schedule J, was left at 30 per cent ad valorem, while paragraph 269, which deals with the manufactured article, namely, carpets and carpetings, was changed from 4 cents per square yard to 20 per cent ad valorem; or, in other words, instead of affording any protection to the manufacturers of jute and hemp carpets, the bill actually gives a protection of 10 per cent ad valorem to the foreign manufacturer.

The result of this policy was very quickly seen in the fact that a number of our own manufacturers were entirely driven out of business, and those who remained in business and run their mills did so not by manufacturing solely hemp carpets, but by turning out, so far as possible, lines of specialties that have enabled them to tide over the last two years; while on the contrary the Scotch mills have been running full time and throwing their product upon our market to the detriment of our manufacturers.

A great number of our manufacturers think that a duty of from 55 to 60 per cent ad valorem would not be out of the way, but we feel that the more conservative we can be in the matter the better, and would suggest that, in order to have even a moderately adequate protection, the duty on yarn raw material should be left at 30 per cent ad valorem, while the duty on the manufactured article should at the very least be 15 per cent more, or a duty of 45 per cent ad valorem. The object of leaving the jute yarn on a 30 per cent basis would be to afford protection to our own spinners, while the manufacturer who takes the spun yarn, has to dye it, wind it, and weave it into carpets, should at the very least have 15 per cent of a duty over and above that which is afforded to the spinners. Even this would be barely sufficient to make up the difference in the cost of turning out



manufactured carpet. We trust that you will be successful in having the Committee on Ways and Means consider this question favorably.

Thanking you in advance for your kindness, we sincerely hope that you will have a successful session, in which we feel confident you will in the future, as in the past, play no unimportant part.

THE LAMOND & ROBERTSON COMPANY.

P. S.—Since the above was written we have learned that it is the intention of the manufacturers in our line of business to ask a return to the McKinley tariff rate, or 6 cents per yard on the manufactured carpet. This, of course, would suit us much better than what we have asked for.

## JUTE CARPETS.

(Paragraph 269.)

### AN INDUSTRY THAT HAS BEEN PRACTICALLY WIPED OUT.

PLYMOUTH, PA., *December 26, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

Since the passing of the Wilson bill the jute carpet industry has been practically wiped out, as 20 per cent, the present duty, does not cover the extra cost of labor in this country. The Wilson bill also puts our raw material (jute yarns) 10 per cent higher than manufactured goods, viz, 30 per cent, making it impossible to run our mills. To meet the duty on yarns and the extra cost of labor we ought to have a tariff of 6 cents a square yard, with a fair and just tariff on China mattings, which are now flooding our markets.

WILLIAM MENZIES,  
*Of the Plymouth Carpet Mills.*

## FLAX AND COTTON NETTING.

(Paragraph 272.)

### STATEMENT SUBMITTED BY MR. IVERS W. ADAMS IN BEHALF OF THE NETTING MANUFACTURERS.

BOSTON, MASS., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned is authorized to represent the flax and cotton netting manufacturers and begs leave to offer the following:

We ask for a renewal of the act of 1890 (clause 367). We ask that the new bill shall contain the specific features of the act of 1890. We would emphasize our desire for specific duties in the strongest possible manner.

If, however, ad valorem rates should be determined in the new bill we ask that upon flax gill nettings, nets, webs, and seines 15 per cent shall be added to whatever ad valorem rates may be placed upon flax threads and twines, of which they are made.

IVERS W. ADAMS,  
*Treasurer American Net and Twine Company,  
Representing the Netting Manufacturers.*



## OILCLOTH.

(Paragraph 273.)

## STATEMENT OF MR. J. CRAWFORD LYON, OF BALTIMORE.

SATURDAY, *January 2, 1897.*

Mr. LYON said: Mr. Chairman and gentlemen of the committee, the gentleman who just preceded me I regard as an alarmist, and one statement he made is actually untrue. He said all these fabrics of jute were admitted into this country free of duty as burlaps. If he were as familiar with the decisions of the Board of Appraisers as he ought to be before making such a statement he would not have said so. That there are fabrics of jute entitled to free entry I do not deny, but I do deny that they are ever permitted to enter free when they were twilled in weave or when they are made of double-reel warp and single-reel filling. Only fabrics that are composed of single warp and single filling have been permitted to pass as burlaps. They may be starched or not; they may be striped or not, but if the weave is changed they become a manufactured jute and dutiable at 35 per cent.

The CHAIRMAN. You admit if it is plain weave, although it may have a great many other uses than bagging, then it comes in as a burlap?

Mr. LYON. I do not admit anything, sir. I say that bags for grain and burlaps suitable for making bags for grain have been imported for years with a colored stripe, whether one, or two, or three, or a dozen colored stripes if the width of 40 inches is shown, it matters not. The distinction of burlap officially is that it is a plain woven fabric of jute, and if double-reel yarn is used and the weave is changed the classification is changed, and if the single warp is used and they make it twilled, then the classification is changed.

The CHAIRMAN. If it is plain weave I understand you to say it is admitted as a burlap on the ground it may be used for making bags, although it is not?

Mr. LYON. It is what is known to the trade as burlaps.

The CHAIRMAN. I simply wanted to know how you defined burlaps. They are supposed to be imported for the purpose of making grain bags, and now appear to be imported for other purposes?

Mr. LYON. Oh, you can take a grain bag and make yourself a pair of trousers if you like and have a side stripe.

Mr. PAYNE. They import them for that, no matter what the color is?

Mr. LYON. I am not sure whether they will admit a solid colored one or not.

The CHAIRMAN. That plain body they make, would that come in under burlaps?

Mr. LYON. There has just been, I believe, a decision of one of the judges of the State of New York which very clearly decided that is not a burlap in the meaning of the act. Now, there are just three samples among this lot that would be passed or have been passed. I speak from personal knowledge on this subject, for I raised the contention in 1894 and early part of 1895 that under the liberal reading of the act a jute burlap, even if it were twilled, should be admitted free of duty 40 inches wide. I had to pay 35 per cent ad valorem on the invoice to get possession of the goods. I protested and appealed, and the Board of Appraisers sustained the classification of the collector.



It has been carried to a higher court, not by me, but the decision of the Board of Appraisers was affirmed. That disposes of the statement the gentleman made in reference to the free entry.

The CHAIRMAN. As far as twilled goods are concerned, where it is twilled the rule has been that it should not be included as burlaps.

Mr. LYON. Even for plain weaves, if doubled reel yarn is either warp or filling it is not a burlap, but if a single reel yarn of a plain weave it is the burlap of commerce which has always been admitted as a burlap even under the act of 1890—

The CHAIRMAN. When it was dutiable it was a matter of no consequence, and now it is on the free list of course they are coming in in large quantities, and we want to know what is included in the word "dutiable."

Mr. LYON. I think the gentleman attempted to mislead you when he stated that it was admitted free of duty. The object which brought me here was to talk about oilcloths and linoleum under the new schedule. I do not see any of my friends the enemy present, but I have no doubt they will be here before long. They have always made a contention for a lavish protection and got it.

Under paragraph 273 of the existing tariff law, oilcloth and linoleum, and all other oilcloth, except silk oilcloth, is dutiable at a rate that restricts importations and lavishly protects domestic manufacturers. It reads as follows:

Oilcloth for floors, stamped, painted, or printed, including linoleum, corticene, cork carpets, figured or plain, and all other oilcloth (except silk oilcloth), and waterproof cloth, not specially provided for in this act, valued at twenty-five cents or less per square yard, twenty-five per centum ad valorem; valued above twenty-five cents per square yard, forty per centum ad valorem.

The present law affords more protection than the acts of 1874 and 1883, and but little revenue under it is obtained, although the consumption is enormous and growing by leaps and bounds. All contention for an increase in duties should be regarded with suspicion and subjected to rigid investigation. If this is done you will find that floor oilcloth and linoleum are converted burlaps, and table oilcloth is converted cotton cloth; that burlaps come in duty free (see paragraph 424½ free list); that the cotton cloth used is cheaper here than abroad; that the industry is not in its infancy, having existed in this country for more than seventy years, one of the existing manufacturers dating back to 1817, and three others to 1832-1845, the four firms or families rating in mercantile reports in the millionaire class; that at least three manufacturers are engaged in banking as presidents or principals; that oilcloths on cotton backs, known as table oilcloths, and imitation leather cloths, were produced in this country earlier than elsewhere, and, where now manufactured abroad, are known as "American baizes and leather cloths," of which none are imported but are freely exported; that linoleum chiefly differs from oilcloth in the coating of the jute fabric foundation, which is, both for oilcloth and linoleum, a 10 to 12 ounce burlap, the same both in count and weight that bags for grain are made of duty free under paragraph 424½; that this cheap duty free foundation, when oilcloth is produced, is filled with a cheap size, and coated with cheap ochery, earths ground in oil, petroleum, and pine-tree products, which, when spread by machinery and dried by artificial heat, becomes what is known as a "body cloth" or "blank," the thickness and weight of which is regulated in the spreading or coating machines, through which the sized jute cloth and plastic earthy material is passed in conjunction; that in making linoleum, the base fabric is covered with a mixture of



pulverized cork and oxydized linseed oil, called "cement" or "mash," applied by calendars or rollers, the thickness or gauge being controlled by the operator, and, produced in this way, differs from floor oilcloth, both being used for the same purpose, i. e., covering floors, and for no other purpose; that burlaps are duty free, and that cork is duty free; that the ocher, resins, gums, petroleum, and pine-tree products used, are as cheap or cheaper in this country than abroad; that the recognized best ocher for linoleum making is mined and refined at Cartersville, Ga., and is largely exported, foreign makers paying 15 per cent more for it than makers do here; that linseed oil, though dutiable at 20 per cent per gallon of  $7\frac{1}{2}$  pounds, is not imported by oilcloth and linoleum manufacturers, only 12,002 gallons, about 242 barrels of 50 gallons each having been imported in 1896, valued at \$4,553.30, but in the form of flaxseed is exported largely, aggregating hundreds of thousands of bushels in good crop years; that the price of oil in Chicago has been recently as low as 25 cents per gallon of  $7\frac{1}{2}$  pounds, a figure lower than the price abroad; that a deluge of oil is, by old and new processes out of domestic seed, produced yearly in this country by mills in and out of the trust; that glue and starch are exported, and are as cheap here as abroad; that white lead, Charlton white, red lead, litharge, vermilion nopal red, Indian red, chrome yellow, orange chrome, ultramarine blue, burnt umber, drop black, venetian red, metallic brown, etc., are merely used as print colors on the top surface of the body cloth, like printing ink, and average about as cheap here as abroad, according to quotations in the leading trade papers, viz, the Oil, Paint, and Drug Reporter, of New York, and the Oil and Colourman's Journal, of London; that whatever difference exists is trivial, the articles named being only used to ornament the top surface in printing; that printing is now, and for the past five years has been, done by world-beating machinery of American invention and manufacture, which in 8 colors will do the work of 80 hand printers.

You will also find that the complete conversion of coarse jute, duty free fabrics, into floor oilcloth and linoleum, and coarse cotton cloth (cheaper here than abroad) into table and imitation leather cloth, is now the result of ingenious machinery throughout the entire process; that printing machinery made in this country is so much superior to any in existence, that the largest foreign manufacturers have, during the past three years, provided themselves with it, had it set up and started by Americans, and its use abroad is spreading yearly; that the leading manufacturers in the United States are now highly favored by natural advantages and existing national legislation, and have for years supplied all the oilcloths, both floor and table, consumed in this country, and nearly if not quite seven-eighths of the printed linoleum; that in the United States there are 4 makers of linoleums, 11 makers of floor oilcloths, 10 makers of table oilcloths, all except one being located in Maine, New York, New Jersey, and Pennsylvania; that in paying wages by machine piecework, the labor cost per square yard is about as cheap here as abroad; that the net wholesale price of the grades chiefly sold throughout this country and consumed by the masses is as follows: table oilcloths less than 10 cents per square yard, imitation leather cloth less than 15 cents per square yard, printed floor oilcloth from 12 to 16 cents per square yard, printed linoleum from  $18\frac{1}{2}$  to 30 cents per square yard; that the existing duties on these grades, all costing 25 cents or less per square yard, is 25 per cent ad valorem, and affords a lavish protection, and if any existing duties are to be reduced on this ground, and for purposes of increasing the revenue, this duty should be reduced



to not more than 20 per cent ad valorem in justice to the needs of consumers and the Government; that the importation of oilcloth has practically ceased; that the importation of printed linoleum is not above one-eighth of the estimated consumption, the remaining being now supplied by the four makers here, two of whom are capitalized at \$800,000 and \$1,000,000 each, and the other two at \$400,000 and \$450,000, respectively, these exact figures being a matter of public record.

You will also find that all are very close corporations, and chiefly family affairs; that any increase in the existing duty will completely prohibit importation, deprive the Government of all revenue from this source, and put it in the power of the four makers here to squeeze the public, and they have never been charged with neglecting their opportunities, for not long ago they were guilty of the act; that all foreign makers issue printed price lists, and United States consuls abroad are accurately informed as to values, so that charges of undervaluation are false and unfounded; that as oilcloth and linoleum manufacturers, as a Member of Congress said on the floor, have secured an exorbitant tariff on the ground that their printing was done by hand, and having turned out their men in favor of machines, really get for their money and machinery the protection they asked for "flesh and blood."

J. CRAWFORD LYON,  
For LYON BROS. & Co.,  
*No. 6 South street, Baltimore.*

Mr. GROSVENOR. Do you mean us to understand the bank presidents have made their money out of the manufacture of oilcloths?

Mr. LYON. If you will allow me to proceed, when I have finished I will answer any question you ask, for I am not accustomed to public speaking.

Mr. GROSVENOR. But I should prefer you should answer the questions as we go along.

Mr. LYON. I make the statement and stand by it, and I can sustain it by irrefragable proof.

Mr. GROSVENOR. That bank presidents have made——

Mr. LYON. You can draw your own inferences, sir. Those are statements of facts I made.

Mr. GROSVENOR. We generally prefer that gentlemen shall answer questions at the time we put them.

Mr. LYON. I will engage to answer any question you ask to the best of my ability, I promise you that.

Mr. GROSVENOR. Suppose we should insist upon its being answered now, what will you do?

Mr. LYON. Then if you insist, I will tell you what I will do. I will answer you, but I only ask you as a matter of courtesy that I be allowed to proceed, as I have some facts here which can not be——

Mr. GROSVENOR. I do insist upon an answer as to what you mean to imply by saying that certain bank presidents are engaged in the manufacture of oilcloth.

Mr. LYON. I imply nothing. I make the statement that they are also engaged in the manufacture of oilcloth and have become bank presidents or principals of banks.

Mr. GROSVENOR. Perhaps they were presidents before?

Mr. LYON. That I know is not so.

Mr. GROSVENOR. That is what I am trying to get at. Then you imply they made an unreasonable profit out of the oilcloth and went into the banking business?



Mr. LYON. I allow you to imply anything you like.

Mr. GROSVENOR. Then you do not mean anything?

Mr. LYON. I make a statement of facts, that they were manufacturers of oilcloth and to-day they are bank presidents or principals.

Mr. STEELE. I suggest that the gentleman be allowed to print if he is not going to answer any questions.

Mr. LYON. I will answer any questions you ask.

Mr. STEELE. That is different——

Mr. LYON. But you must not charge me with implying anything.

Mr. GROSVENOR. I only asked what you did imply, whether that statement of yours meant anything or did not mean anything.

Mr. LYON. I beg your pardon. I did not understand you.

Mr. GROSVENOR. I was trying to ascertain from you whether you intended to imply anything by your statement.

Mr. LYON. No, sir; nothing.

Mr. GROSVENOR. Why did not you give the color of the hair of the gentlemen who are engaged in the manufacture just as well?

Mr. LYON. I do not think, my dear sir, the color of the hair has much to do with it as the color of their money.

Mr. GROSVENOR. That is not an answer.

Mr. LYON. I will read an extract from the testimony of Mr. George W. Blabon.

The CHAIRMAN. If you will suspend for one moment I will state that there are a large number of people who desire to be heard here, and we desire that you will condense what you have to say. Of course it may all be printed in order that the time of the committee may not be taken up, but we desire to hear a large number of people, and if you take up a large amount of time it will prevent other persons from being heard. You are reading, I believe, editorials from newspapers?

Mr. LYON. I am sustaining the position that a trust can be formed.

The CHAIRMAN. We must insist upon a limitation of time.

Mr. LYON. I only desire ten minutes' time, and if you will allow me that you can call the watch on me.

Mr. TAWNEY. You say in 1894, after the passage of the Wilson bill?

Mr. LYON. No, sir; it was 1894, before the passage of the Wilson bill.

Mr. DOLLIVER. What is that from?

Mr. LYON. "Carpets, Wall Papers and Curtains," showing the possibility of the establishment of this trust, and that, in fact, one was formed by one branch.

Mr. PAYNE. Who is the author of that statement?

Mr. LYON. "Carpets, Wall Papers and Curtains."

Mr. PAYNE. But who is the author of that statement you read?

Mr. LYON. A trade paper known as "Carpets, Wall Papers and Curtains," edited in New York by W. P. Simmons & Co. To show you how manufactures will change, I will go back to 1890 and read you an extract from the testimony of Mr. Blabon.

Mr. TAWNEY. What branch of the business is now being operated by a trust? You said a moment ago that one branch of this business at the present was in a trust.

Mr. LYON. This is from the "Carpet and Upholstery Trade," June 15, last——

Mr. TAWNEY. Answer the question I asked.

Mr. LYON. The table-oilcloth trade.

Mr. TAWNEY. That is what I wanted to know. We can read that ourselves.



Mr. LYON. There is now an arrangement by which a clearing house has been formed.

Mr. JOHNSON. Do I understand you to say the importation of oilcloth has diminished or practically ceased?

Mr. LYON. I said practically ceased.

Mr. JOHNSON. I have a statement here from the Treasury Department—

Mr. LYON. I have, sir, the same, and I will read it to you.

Mr. JOHNSON (continuing). Which indicates that for 1893 there were eight hundred and seventy-odd thousand yards of oilcloths, valued at less than 25 per cent, and nearly twice as many yards imported in 1896, and when I come to those valued at more than 25 per cent I still find an increase.

Mr. LYON. But they were not oilcloths?

Mr. JOHNSON. They are so classified here. How would you explain it?

Mr. LYON. It is linoleum. There are four makers of linoleum in the United States and eleven makers of oilcloth.

Mr. TAWNEY. What is your business?

Mr. LYON. I am a merchant.

Mr. TAWNEY. Importing?

Mr. LYON. Yes, sir; but I am not a one-part actor, I beg to advise you.

Mr. PAYNE. Do you import burlaps as well as oilcloths and linoleums?

Mr. LYON. I have done so, and that is the reason I so well know what I am talking about as far as these goods are concerned.

Mr. DOLLIVER. Do you know the course of the prices of these goods during the last ten years?

Mr. LYON. I do not know anything else.

Mr. DOLLIVER. What has been the course of prices?

Mr. LYON. Downward.

Mr. DOLLIVER. How has the home valuation of these goods run during the last ten years?

Mr. LYON. The price has been downward, but not from competition of foreign makes.

Mr. DOLLIVER. How does it compare now with ten years ago?

Mr. LYON. Well, if you want a table of that, I will furnish it with pleasure.

Mr. DOLLIVER. I wish you would.

Mr. LYON. Now I have here, which every one can read, the imports of oilcloth and linoleum for the years 1893, 1894, 1895, and 1896 compared.

Mr. DOLLIVER. What is that taken from?

Mr. LYON. It is taken from Imports for Consumption and Duties Collected, prepared by the Bureau of Statistics, Worthington C. Ford, Chief of Bureau, folios 269 and 349. I have taken them myself and rearranged them, showing the average for each year and the total imports for all the years at a glance, and the total amount of revenue and the—

Mr. PAYNE. You are aware the revenue was greater in 1893 under the law of 1890 on linoleum and oilcloths by 30 per cent than it was in 1896?

Mr. LYON. I do not admit it in reference to these articles.

Mr. PAYNE. The official statistics seem to show—

Mr. LYON. This is official, sir. The total imports of all oilcloths and linoleum from 1893 to 1896 were in value \$1,654,485, making an average per year of but \$413,000.



The CHAIRMAN. You are averaging it under two different laws. Why do you combine them? You are averaging under two different laws.

Mr. LYON. I want to show how little the importation is in comparison with the consumption.

The CHAIRMAN. Let us have the imports of 1893 and 1896, and the revenue at each time.

Mr. LYON. It is all here.

The CHAIRMAN. Read it if you have it all there.

Mr. LYON. In 1893, valued at 25 cents per square yard and less rate of duty 40 per cent ad valorem, the values were \$160,000 and duties \$64,000. In 1894—

The CHAIRMAN. Now will you also state for 1893 the value above 25 cents per square yard?

Mr. LYON. The value above 25 cents per square yard for 1893, \$255,389, and \$146,817 duty.

Mr. PAYNE. Making \$210,000 duty paid that year.

Mr. LYON. I have got the entire sum collected from all oilcloths for four years, \$654,000.

Mr. PAYNE. You are spreading too much.

Mr. LYON. I assure you these are copies—

Mr. PAYNE. If you will give us now 1896 in that connection you will oblige me.

Mr. LYON. Why, certainly, I will do that with pleasure. In 1896 valued at 25 cents or less per square yard, \$266,000.

The CHAIRMAN. Would not the quantities be more desirable if you want to show that rather than the value in each case?

Mr. LYON. No, I think it would mislead you.

The CHAIRMAN. Because the values are constantly depreciating, and therefore a larger quantity would be required to make the same value in 1896.

Mr. LYON. You must be referring to the fact that we are constantly increasing the consumption.

The CHAIRMAN. Let us get the quantities now.

Mr. PAYNE. Your idea is the consumption has increased in 1896 over 1893?

Mr. LYON. The claim I make is simply this—

Mr. PAYNE. You answer my question. Is it not your idea the consumption was greater in 1896 than in 1893? That is a plain question.

Mr. LYON. The consumption was greater in 1896 than in 1893, yes.

Mr. PAYNE. That is all; go on.

The CHAIRMAN. And it is in oilcloths and carpets, more than in anything else?

Mr. LYON. You talk about oilcloths being imported, whereas it is linoleum, and that is where you confuse yourself. There is not a man who knows anything about the oilcloths who will contradict me, either. There are only four makers of linoleum in this country.

Mr. PAYNE. We are talking about the whole paragraph. We are talking about what is imported under this paragraph, whatever it is.

Mr. TAWNEY. You claim it is all linoleum?

Mr. LYON. Yes, sir; I claim that there are only four makers of linoleum in the United States.

Mr. PAYNE. Above 25 cents per yard in value in 1896, what were your imports and duties?

Mr. LYON. In 1896? I have it here; \$244,936, and the revenue was \$97,974.



Mr. PAYNE. So the revenue in 1893, under this paragraph, was \$45,000 more than it was in 1896 under this paragraph?

Mr. LYON. Do you want to know why that is?

Mr. PAYNE. I asked you if that is true?

Mr. LYON. Yes, it was; but it is due to a certain cause.

Mr. PAYNE. Your idea is that by continuing to reduce the percentage of duty you would increase the revenue?

Mr. LYON. I want to point out in this, valued above 25 cents a yard, that that mostly is what is known as inlaid linoleum, with material twilled through in part, and this costs about 75 cents gross and about 55 to 60 cents net.

Mr. EVANS. Do you think linoleum is cheap or high to the consumer?

Mr. LYON. It has cheapened. I know it has been cheapened, and due chiefly to the little competition coming from abroad. Shut that out and you will see the prices go up to the consumers.

Mr. TAWNEY. You have suggested there are only four concerns engaged in the manufacture of linoleum?

Mr. LYON. Yes, sir.

Mr. TAWNEY. And that the consumption is enormous and profits large? Why have not more people engaged in the business?

Mr. LYON. If the profits were generally known, there would be more competition. Really the whole thing is run in families. Take George W. Blabon, who has about three-fourths of the shares. Then there is his son Davis, holding the position of secretary-treasury, and one or two others.

Mr. TAWNEY. Do you know whether or not there has been any effort on the part of those engaged in the business to prevent other persons from going into the business?

Mr. LYON. I know there has been an effort by those engaged in the business to combine and raise prices and restrict production and all that sort of thing.

Mr. TAWNEY. But they have not interfered with anybody else's commencing the business, and I understand you to say the prices have been going down?

Mr. LYON. I do not know that I can answer that question, because they have never interfered with my going into it.

Mr. RUSSELL. You stated that the consumption for 1896 increased over that of 1893 and 1892?

Mr. LYON. Of course I have no data for that beyond the fact it is common public knowledge.

Mr. RUSSELL. In that period did the four manufacturers of linoleum increase their plants any?

Mr. LYON. Yes, they did. Would you like to have what I know about it? You can get it by reading. I do not want to take up any more time of the committee, but I personally vouch for the truth of every thing contained in these sheets.

The CHAIRMAN. You will leave that with the stenographer.

Mr. LYON. I can be found at any time, and I pledge myself to answer any questions to the best of my ability.

Mr. WHEELER. I understood you to say that cotton cloth that is used for these oil tablecloths could be produced more cheaply in this country than anywhere else?

Mr. LYON. They are quite as cheap if not cheaper than made abroad. They are 48 by 48 and can be made in the South very cheaply.

Mr. WHEELER. The labor cost of the manufacture of oilcloths per square yard is cheaper here than abroad or as cheap?



Mr. LYON. I say the system now pursued is by ingenious machinery throughout the entire process and the work is paid for by piecework and the cost per square yard is probably no more than it is elsewhere.

Mr. WHEELER. I understand practically there is no revenue at 25 per cent?

Mr. LYON. I say practically none compared with what it might be if an equitable duty was placed upon the article.

Mr. WHEELER. And if the duty was increased there would be no revenue at all?

Mr. LYON. The people would have to pay more for their goods.

Mr. EVANS. What is your line of business?

Mr. LYON. I am a merchant.

Mr. EVANS. An importer?

Mr. LYON. I am, sir. And, as I said to the gentleman who asked that question before, I am not a one-part actor. I can do other things besides import.

Mr. WHEELER. Are there any other gentlemen who appear in behalf of the people on this question?

Mr. LYON. I was about to say I unfortunately have been on the wrong side of the fence, but I will tell you gentlemen here I am a Republican in good political standing. I support protection as a sound protective theory, but not an abuse of it.

Mr. WHEELER. What do you mean by people on the other side?

Mr. LYON. I mean my friends the enemy, the manufacturers.

Mr. WHEELER. I was referring to the people of the United States.

#### **ADDITIONAL STATEMENT OF MR. WILLIAM RUTHERFORD.**

Mr. RUTHERFORD said: Mr. Chairman and gentlemen of the committee, I have no objection to being called an alarmist, but I have objection to being called a misrepresenter of the facts. The clothing which I have here is twilled, striped. We import it because we could not make it.

Mr. PAYNE. Is it imported by yourself?

Mr. RUTHERFORD. Yes, sir.

The CHAIRMAN. According to the official reports for 1893 the duties that have been imposed upon these various oilcloths, linoleums, etc., under paragraph 273, and the imports, are as follows: Imports, 123,457 yards; revenue, \$210,000. In 1896 there we imported 224,495 yards, from which there was a revenue of only \$164,000, showing an increase of 50 per cent in the imports and a decrease of 33 per cent in the revenues.

### **OILCLOTH AND LINOLEUM.**

(Paragraph 273.)

#### **SCHEDULE OF RATES AND CLASSIFICATION RECOMMENDED BY VARIOUS MANUFACTURERS.**

PHILADELPHIA, PA., *December 22, 1896.*

##### **COMMITTEE ON WAYS AND MEANS:**

The undersigned manufacturers of oilcloth and linoleum desire to submit to the consideration of the committee the following statement in reference to duties on oilcloth and linoleum, and trust that what we ask for may meet with your approval.



The tariff of 1883 imposed a duty of 40 per cent on oilcloth, linoleum, etc. At that time there was but one manufacturer of linoleum in the United States, and he manufactured under an English patent and was protected by the patentee to the extent of his product. These patents expired in 1888, and taking this condition into consideration, the act of 1890 made a division in the schedule, making oilcloth and linoleum valued at 25 cents per square yard and less, 40 per cent—the same as in the act of 1883; but on oilcloth and linoleum valued at 25 cents per square yard and over, the duty was made 15 cents per square yard and 30 per cent ad valorem.

At this time 25 cents per square yard did about mark the difference between oilcloth and linoleum; but the result of the act of 1890 was the establishment of three additional factories in the United States for the manufacture of linoleum, representing an investment of over \$1,000,000 and giving employment to 800 men.

That the duties under the act of 1890 were not excessive is proven by the Treasury reports, which show that in 1893 the imports were double the imports of 1891, and that the revenue derived from oilcloth and linoleum in 1893 was three times that of 1891.

The act of 1894 reduced these duties on both classes of goods; the 40 per cent duty on oilcloth and linoleum valued at 25 cents per square yard and less was reduced to 25 per cent ad valorem, and the compound duty of 15 cents per square yard and 30 per cent ad valorem (equivalent to 57 per cent) on oilcloth and linoleum valued at 25 cents per square yard and over was reduced to 40 per cent.

On account of the increased competition caused by the building of these three factories, cheaper grades of linoleum were made and sold, so that 25 cents per square yard no longer represents the difference between oilcloth and linoleum.

*T al imports.*

| Year.      | Square yards. | Value.     | Duties.       |
|------------|---------------|------------|---------------|
| 1891 ..... | 610, 308      | \$157, 934 | \$78, 271. 63 |
| 1892 ..... | 972, 356      | 267, 465   | 128, 928. 57  |
| 1893 ..... | 1, 333, 447   | 415, 710   | 210, 136. 57  |
| 1894 ..... | 673, 258      | 225, 745   | 111, 158. 93  |
| 1895 ..... | 1, 885, 112   | 502, 011   | 168, 581. 85  |
| 1896 ..... | 2, 024, 495   | 510, 018   | 164, 495. 05  |

The reason for the falling off in 1894 was the general stagnation in business caused by anticipated action of Congress in the matter of the tariff and also on the part of the importers' desire to avail themselves of the low tariff rates which were anticipated and realized under the Wilson bill.

By again referring to the Treasury reports quoted above you will find that while the imports of 1896 were nearly double those of 1893 still the revenue obtained in 1896 was nearly \$50,000 less than that obtained in 1893.

To prevent undervaluation we would ask that duties be made compound and not ad valorem. There are reversible cloths made which are linoleum on one side and oilcloth on the other, and to prevent complication from arising from this we would ask that no distinction be made between oilcloth and linoleum, and would therefore ask that the wording of the schedule be made the same as in the act of 1883, viz:

Oilcloths for floors, stamped, painted, or printed, including linoleum, corticene, cork carpet, figured or plain, and all other oilcloths (except silk oilcloth), and water-proof cloth not specially provided for.



And that the rates be fixed at 15 cents per square yard and 30 per cent ad valorem.

The 2,000,000 yards imported in 1896 is nearly one-half of the entire product of the United States, and should you adopt the schedule and rates we propose above, even if the imports should only be one-half as large as those of 1896, the revenue derived from this 1,000,000 yards would be over \$60,000 more than the revenue of 1896.

Labor on oilcloth and linoleum is about 30 per cent of the cost value, and wages in this line of business are double in the United States to what they are in Great Britain.

The above rates are asked for under the assumption that your committee will take burlaps, which are the foundation of oilcloth and linoleum, from the free list and place them on the dutiable list, in order to afford the manufacturers of jute protection, and also to increase the revenue.

Thomas Potter, Sons & Co., Incorporated, H. A. Potter, Vice-President; The Geo. W. Blabon Company, Jno. C. S. Davis, Secretary and Treasurer; Josh. Wild & Co.; The American Linoleum Manufacturing Company, Henry Mackay, Vice-President; The Nairn Linoleum Company, Peter Campbell, Treasurer; Farr & Bailey Manufacturing Company, Edwd. L. Farr, Treasurer; J. C. Dunn & Co.; P. J. Murphy & Co.; R. H. & B. C. Reeve.

## LINEN HYDRAULIC HOSE.

(Paragraph 273½.)

### STATEMENT SUBMITTED BY THE EUREKA FIRE HOSE COMPANY, OF NEW YORK, N. Y.

NEW YORK, *December 31, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We beg to present for the consideration of your committee the following statements concerning linen hydraulic hose.

Under the present tariff linen hydraulic hose is afforded only the protection given by a differential rate of 5 per cent between the duty imposed on flax yarns, from which it is made, and the duty imposed on hose itself. The tariff rate for flax yarns is 35 per cent ad valorem (paragraph 274), and that on linen hydraulic hose 40 per cent (paragraph 273½). Under the tariff of 1890 flax yarns valued at more than 13 cents per pound were taxed at 45 per cent ad valorem (paragraph 370), and linen hydraulic hose 20 cents per pound (paragraph 368).

Under proposed bill of the House of Representatives of 1894, flax hose yarns were to be taxed at 30 per cent ad valorem (paragraph 272), and linen hydraulic hose, 35 per cent (paragraph 273).

Every tariff act proposed or enacted since 1890, therefore, grants to linen hydraulic hose protection equal to at least a 5 per cent differential between yarn and hose rate, and we respectfully pray that in any changes that may be made in linen schedules by you, at least that amount of protection will be retained.

The experience of the American hose manufacturer during the period prior to 1890, when tariff on yarn and hose were uniform, demonstrated fully that we could not successfully compete with the foreign manufac-



turer under such conditions, but we trust that our request will seem to you to be so moderate and reasonable that it will be unnecessary for us to submit evidence in support of our petition.

EUREKA FIRE HOSE COMPANY.  
GEO. A. WIES, *Treasurer.*

## FLAX THREADS AND YARNS.

(Paragraph 274.)

### STATEMENT SUBMITTED BY THE DUNBARTON FLAX SPINNING COMPANY, OF GREENWICH, N. Y.

GREENWICH, N. Y., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Since the advent of the Wilson bill our business has been seriously hampered by undervaluations of foreign yarns and threads at the custom-house, and while we have personally appeared and protested against these undervaluations, and have lately succeeded after a lengthened period in partially stopping them, yet we feel that the present system of ad valorem duties opens the way to great undervaluations which are difficult to detect and which have unfairly injured our trade. We are engaged in manufacturing flax yarns and threads on both sides of the Atlantic, and we feel that a reasonable protection should be given us sufficient to balance the difference in wages paid in our American factory over that which we pay in our Irish factory. The raw material and supplies in our goods amount to 50 per cent of their value, labor forming the other half. In Ireland our workers receive just one-third the wages we pay in New York State, and the raw material being free to each of us, makes the material and labor cost there about 67 cents in each dollar, so that a duty equal to 50 per cent ad valorem is necessary to cover the difference in the labor cost. We therefore beg to suggest that the following specific duties, which are equivalent to 50 per cent ad valorem, would be a just and proper tariff:

Threads, twines, or cords made from yarn not finer than five lea or number, composed of flax, hemp, or ramie, twelve cents per pound. Finer than five lea or number, an additional duty of three-quarters of a cent per pound for every lea, or part of a lea, of fineness.

Or, failing a specific schedule, we suggest the following ad valorem:

Threads, twines, or cords made from yarn composed of flax, hemp, or ramie, valued at twelve cents per pound or less, six cents per pound. Valued at more than twelve cents per pound, fifty per cent ad valorem.

On bleached shirting linens, counting more than one hundred threads to the square inch, counting both warp and filling, and from thirty-five to thirty-seven inches in width, thirty-five per cent ad valorem.

Paragraph 277. All manufactures of flax, hemp, jute, or other vegetable fiber, except cotton, or of which these substances, or either of them, is the component material of chief value, not specially provided for in this act, forty per cent ad valorem.

In regard to our raw material known as "flax not hackled or dressed," we would suggest that it remain on the free list, for the following reasons: Flax for fiber purposes is not now grown in the United States in any quantity, nor do we believe that it can be made commercially profitable to the farmer. Our factory is situated in the only section of the United States where flax has been raised in large quantities for fiber purposes, and twenty years ago in this locality there were 20



or 25 flax dressing mills, but owing to various circumstances no flax is to-day grown in this locality. The crop is a very uncertain one, requires a great amount of labor, and climatic conditions are unfavorable to the growth of the fiber and to its proper treatment after being grown, and we do not think that a duty on raw material, unless very high, would make it a remunerative crop to the farmer. Believing in the protection of American labor, we would respectfully suggest that the following duties be placed on hackled flax:

265. Flax hackled known as dressed line, one and one-half cents per pound.

This being the actual labor cost of hackling in our American mill over work of the same class in our Irish factory. The average cost of hackling each pound of dressed line in our mills here is 3 cents per pound.

All of which is respectfully submitted for your consideration.

DUNBARTON FLAX SPINNING COMPANY.  
Per J. W. WALLACE, *Treasurer*.

## COLLARS, CUFFS, AND SHIRTS.

(Paragraph 275.)

### STATEMENT SUBMITTED BY REPRESENTATIVES OF THE COLLAR AND SHIRT MANUFACTURERS' ASSOCIATION.

TROY, N. Y., *January 1, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

*Tariff laws of 1883.*—Collars and cuffs, as manufactures of flax, with duty of 40 per cent; shirts, as manufactures of cotton, with duty of 35 per cent; shirting linens, with duty of 35 per cent.

*Tariff laws of 1890.*—Linen collars and cuffs, 40 per cent ad valorem, 30 cents per dozen pieces specific; cotton collars and cuffs, 35 per cent ad valorem, 15 cents per dozen pieces specific; shirts, 55 per cent ad valorem; shirting linens, 35 per cent ad valorem.

*Tariff act of 1894.*—Linen collars and cuffs, 30 per cent ad valorem, 30 cents per dozen pieces specific; cotton collars and cuffs, as cotton clothing, 40 per cent ad valorem; shirts, in whole or part of linen, 50 per cent ad valorem; shirts, entirely of cotton, as cotton clothing, 40 per cent ad valorem; shirting linens, 35 per cent ad valorem.

This industry experienced no foreign competition until 1886. The foreign competition, beginning in 1886, increased rapidly until curtailed by the customs law of 1890. There is no combination or trust existing among the manufacturers of shirts, collars, and cuffs. Protection has saved, not enlarged our trade. Prices have not been advanced to consumers, but average less, owing to the active domestic competition. The manufacture of shirts, collars, and cuffs is about the only industry remaining in this district which gives employment to a large number of women and men. Sixty per cent of the cost of production is paid for labor. Not more than one-half of the work is done in factories. The rest is done in families in the city and the surrounding country. Ninety per cent of this work is done by women.

Because of the rate of duty accorded to the manufacturers of linen collars, cuffs, and shirts in the existing tariff law, and particularly the retention of the specific duty, they have been largely spared from the disaster attendant upon the close competition with low-priced foreign labor and



have been able to maintain wages and do a fair business, considering the general condition of trade. The menace of European and the probability of Japanese competition render it desirable to restore the duties provided by the customs law of 1890.

The absence in the customs law of 1894 of a specific duty on cotton collars and cuffs has led the European manufacturers to change their tactics, and instead of confining their exportations to the better grades of linen goods, have been sending to this country lines of goods made entirely of cotton, which, although attractive in appearance, and represented (except at the custom-house) as linen, possess the inferior wearing quality inherent to cotton collars. We dread the excessive importation of these spurious goods upon the revival of business, and particularly urge a revision of the duty, which, to be effective, should be largely specific.

In the existing law only shirts which are made in whole or in part of linen are accorded a classification. Shirts which are made of cotton are now rated with wearing apparel, under section 258, as manufactures of clothing, at 40 per cent ad valorem. This condition favors the importation of foreign shirts, and the now popular colored percale and madras shirts are made entirely of cotton. This fact demonstrates that these shirts should bear the same rate of duty as shirts made in part of linen.

We therefore ask for the following rate and classification: Collars and cuffs entirely of cotton, 25 cents per dozen pieces and 25 per cent ad valorem; collars and cuffs composed in whole or in part of linen, 30 cents per dozen pieces and 30 per cent ad valorem; shirts, other than knit shirts, composed wholly or in part of linen, cotton, or other vegetable fiber, 50 per cent.

The request is based on the assumption that the rate of duty on shirting linen will remain at 35 per cent. Shirting linen can not be made here, as has been again demonstrated during the past five years.

CHARLES H. CORLISS,

EDGAR K. BETTS,

EDWARD O. HOUSE,

*Collar and Shirt Manufacturers' Association.*

## LACES.

(Paragraph 276.)

### STATEMENT SUBMITTED BY THE COUNTESS CORA S. DI BRAZZA SAVOYREN NEE SLOCOMB.

NEW ORLEANS, LA., *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The necessity of a high tariff for revenue and protection does not exist with regard to handmade laces for the five following reasons:

(1) Because, owing to the high ad valorem duties of 50 per cent upon the importation of handmade lace into the United States, the exaggeration of the sum charged restricts the importation, which would increase in proportion as the rate were reduced, for it has been seen that objects of luxury at cheap prices are as much called for as necessities.

(2) Because this handicraft, which has been proved by statistics and long experience a most successful means toward the moralization and civilization of the most miserable classes in a community, is now



suffering the danger of extinction all over Europe, because of the rapid development and easy production of machine-made lace. The lace makers have reached the lowest wage possible in seeking to hold their own against machine-made lace. European nations have recognized this and, in consequence, have different rates of duty for the hand-made and machine product, and their revenues and industries are rather promoted than decreased thereby. England, which has developed handmade lace more rapidly than any other country, and is also one of the greatest producers of machine-made lace, has found the greatest growth of hand lace making to have been during the period of admission free of duty; whereas in the time of the Restoration, when prohibitive duties were placed on the importation of lace and colonies of lace makers were introduced at great expense to foster the development of the industry within the Kingdom, lace making did not take root, but the only consequence of the Government endeavors and the prohibitive duties was a vast organized system of smuggling.

(3) Thus it will be seen that the prohibitive rating of handmade lace does not foster its development. It requires another quality of life and surroundings than that existing in the congested centers of population of the United States. Furthermore, the wages for its production, which vary from 10 to 30 cents for a ten-hour day of labor, will not tempt the women of a class which would be intelligent enough to produce handmade lace, even with an augmentation of wage equal to the 50 per cent of duty now charged, for under four years of practice a woman would be unable to earn more than 30 cents a day, and her highest aspiration could not exceed 45 cents. It is self-evident that other industries and trades pay better in the United States. The more sedentary and retiring European woman, however, who has acquired the art in early childhood, picks up and lays down her congregated lace work with the ease of a stocking knitter. She is economical, and her life is so simple and her necessities are so few that she finds the cash earned hereby a considerable adjunct to the wages of her male relatives, and, if necessity requires, can by this means support herself and her young children until they are old enough to learn her trade. Emigration from the lace-making regions is consequently extremely rare and the standard of morals remarkably high.

(4) A high rate of entry duty on handmade lace is no protection to the machine lace-making industry of the United States. On the contrary, it induces the importation of fine imitations of handmade laces, which are foisted upon the credulous public at an exorbitant profit. This is to the detriment of the consumer as well as of the United States machine lace manufacture, for machine-made lace does not wear like and can not really replace handmade lace for certain especial objects.

The remedy for the above would be an increase or the doubling of the customs duties upon foreign manufactured machine-made laces. As the bulk of importation is at present in this quality of goods, the revenue would be materially increased thereby and the home industry protected and developed. Furthermore, as about 800,000 women and children are occupied at present in producing handmade lace and in Europe the industry will continue to spread so long as a livelihood can be earned in following it, the free entry of handmade lace into the United States would contribute toward the removal of the danger of a too rapid immigration of women and children, who, the easiest of all individuals, become paupers and a prey upon the community. Furthermore, the taste of the people would become cultivated and the standard of home produced machine lace elevated by contrast with the beauty, perfection,



and durability of the imported laces. Handmade lace in the United States would enter the place it should occupy, on a level with all works of human ingenuity, manual dexterity, and artistic design and execution. The material used counts as nothing in its production, the dexterity and art knowledge of the producer and her time forming the entire capital invested.

(5) By placing handmade lace upon the free list the Government would in no wise augment the expense or difficulty of expert work and inspection at the custom-house. Handmade lace no more resembles or is to be confused with machine-made lace than oil paintings with chromolithographs. It is recognizable by fraying or unraveling. As the law now stands, handmade lace produced before a certain period is admitted free of duty. It is impossible for the greatest European expert to recognize the age of a piece of handmade lace once it has been washed; and as all the modern lace-producing centers are copying the antique designs, it is impossible to avoid the entry of a great deal of modern washed lace, which is invoiced as "antique." Furthermore, the small bulk of all the finer grades of handmade lace and their great value, which enforces exorbitant duties at the present rating of 50 per cent ad valorem (a fine quality of lace 4 inches wide, capable of passing through a ring 1 inch in diameter, pays from \$5 to \$20 a yard duty), is an irresistible temptation to tradespeople and lace fanciers to smuggle, hiding the rich laces in the folds and paddings of dresses, quilts, etc., and basting them on to underwear.

Furthermore, the true value of the handmade lace can not be known; it is fictitious, for it fluctuates according to the demand, and many a true bill of lading at a depressed period in the trade will appear false, while another on the contrary which appears true on a novelty will be far below the price paid to the producer. Of all the textile arts, therefore, handmade lace is the least manageable under an ad valorem duty, and common sense and economy would recommend to the Government a total exemption therefor, such as other works of art now enjoy. The country would be enriched by the importation of vast quantities of beautiful laces, which would service as useful models in all forms of decoration.

In case the exemption of lace (handmade) from all entry duty can not be considered, I could suggest a palliative, if so desired. I could also prepare a detailed statistical memorial on the handmade lace industries, though out of consideration of the volume of matter before the committee I have introduced none here. The laces I should suggest to exempt from all customs duty would be classified under the following heads: Needle, or point lace; pillow, or bobbin lace; crochet and Irish cut lace; mixed point or mixed stitch lace, and macrame, or knotted lace.

A dispassionate desire to serve the vast sisterhood of wage-earning humanity and to facilitate honest trade and fair dealing, as well as a long study of social economics and the beneficent influence on emigration of the free entry of handicrafts into countries where there is a demand for artistic objects, has inspired this memorandum. I trust this question of handmade lace can be made the stepping-stone to the enlightened study of the effect of customs duties and international commerce upon emigration. The question which I now present involves the daily bread of 800,000 honest women, who are contented to earn the tenuous price paid for their art, provided they need not leave their homes and relatives.

I am sure, therefore, this subject will receive a careful consideration



from the Committee on Ways and Means, and will have as much weight with them as if it had been presented by a syndicate in proper form with voluminous details and numerous quotations in proof of the facts for which I hereby simply vouch with my signature.

THE COUNTESS CORA S. DI BRAZZA SAVOYNAN, NEE SLOCOMB,  
Formerly of New Orleans, La.; permanent addresses in America, 111 Broadway and 254 Madison avenue, New York City; foreign address, Castello di Brazza, near Udine, Friuli, Italy.

**STATEMENT AND RATES SUBMITTED BY THE JENNINGS LACE  
WORKS, OF BROOKLYN, N. Y.**

BROOKLYN, N. Y., *January 11, 1897.*

COMMITTEE ON WAYS AND MEANS:

When the business of manufacturing laces in this country was commenced the duty was 60 per cent, and laces then were not so undervalued as they are at this date. Lace machinery is very intricate and costly to make, none being manufactured in this country. Therefore all used here is imported, paying a duty of from 40 to 45 per cent. Lace machines weigh from 3,000 to 10,000 pounds; freight charges are very heavy, and it requires an expert to put them together and start them to work. There is no class of textile fabrics so difficult to make or that takes the operator so long a time to learn and become skilled in the art as lace. It has always been difficult to obtain persons in this country who would devote the time or had the patience to learn the art. The great cost of producing new patterns of lace by machine is the making of the first piece. After that the more pieces made the cheaper it can be sold.

The wages paid to lace operators in this country are 50 to 150 per cent higher than that paid for the same class of work in England, France, and Germany. Besides, their machinery works day and night, with two sets of hands, while here our machinery is run only fifty-five hours per week.

In England and on the Continent they have a full supply of educated and experienced hands in every branch of the trade. Another advantage they have with their large plants is that they have the ability to keep a machine making one pattern of lace steadily for months, which saves the time and labor spent in changing the pattern or making alterations, as it is called. Another is the ability they have of supplying their machines with the silk, and especially the cotton yarns, of the exact size and twist specially required to make the lace wanted. In this country, there being no demand for these peculiar yarns, some twisted to the right and to the left, and gassed, they are not made here at all, but would be if there was a demand for them. These yarns have to be imported, on which a good duty has to be paid, besides shipping and other charges.

The cost of the labor, from the designing of the pattern to the final finishing of the product, on the average is more than two-thirds of the cost of the materials used.

In the manufacture of lace goods there is much greater waste of material than in any other class of textile goods. Part of this waste occurs in the daily winding of the thousands of small brass bobbins and warp beams, pulling off what may be left on them, and in the clipping and scolloping of the lace and finishing the same.



The business at the best is hazardous, as is well known by all manufacturers in Europe. The article in respect to value is perishable, as the style, make, pattern, and color are all subject to caprice of fashion. Lace is not a necessity, but a luxury in the highest sense, and the duty collected is not a burden on the poor, but, on the contrary, thousands have been benefited and maintained here for many years by our own lace industry.

If it is such a difficult matter to manufacture lace in the United States, the question might be asked, What advantage is it to have the industry here? In reply it may be said that although it has not proved to have been a profitable business in the past, for many have tried and failed in the experiment, yet it has afforded employment to a great many persons during the past twenty years or more. Besides that, it has saved to the country millions of money, simply by the influence and power it has had in Europe and in this market, compelling foreign manufacturers and importers to reduce their prices to American buyers of lace. This benefit has gone to the public and has not accrued to the American manufacturer.

Millions of capital in England and on the Continent of Europe is invested in the manufacture of laces. Large communities are there profitably employed and supported by this industry.

In England the quantity of cotton lace manufactured (it is estimated) exceeds that of silk more than twenty times. The following will give some idea of the importance this industry has been to England:

Mr. John Heathcoat (one of the inventors of lace machines) gave to Nottingham a trade which in fifty years has mainly assisted to quadruple its population; giving employment to 150,000 people, and for the past thirty years adding £4,000,000 (\$20,000,000) annually to the trade of the county. (Encyclopedia Britannica, eulogy of John Heathcoat, 1866.)

As the people of the United States are the greatest users and buyers of laces in the world, this industry, properly cared for in the beginning, would soon afford, directly and indirectly, employment to hundreds of thousands of men, women, and children, besides adding greatly to the wealth of this country.

The lace business affords employment to a great many other industries. More than a dozen can be named. In building a lace machine itself more than six trades or classes of mechanics are employed. So far as we have been able to learn, not one lace machine has ever been built in the United States which would take more time and thought than it would to erect a large dwelling.

If this industry is fairly cared for by Congress, there will soon be introduced into our country an industry that can be carried on in Southern as well as Northern or Eastern States; that will give employment to thousands of people and add many millions annually to the wealth of the country. But at present undervaluations in the invoice price of the goods and understatements of actual quantity in the invoice, owing to insufficient examinations, are the bane of this industry.

No class of goods is so easily undervalued without detection as laces. It would seem best to adopt specific duties as far as possible, with efficient administrative laws to enforce the measures which would accomplish the desired end.

We have to submit the following proposed duty on lace goods:

1. All laces of silk, or of which silk is a component material: Plain nets, netting, veiling, chiffon, gauze, all of which having no figures or patterns, or thick threads interwoven, \$3 a pound and 18 cents a square yard, which would be one-half cent a yard for each inch of width. But in no case shall any of the foregoing articles pay a less duty than 50 per cent ad valorem.



2. All laces of silk, or of which silk is a component material: Edgings, insertions, flouncings, broad laces, veilings, veils, embroideries, irrespective of any commercial or trade name or designation, all of which have figures, or thick or gimp threads interwoven, \$3 a pound and 36 cents a square yard, which would be 1 cent a yard for each inch of width. But in no case shall any of the foregoing articles pay a less duty than 50 per cent ad valorem.

3. On silk lace shawls, collars, fichus, neck laces, wristlets, made up, and women's and children's hats, bonnets, caps, underwear, gowns, and dresses made up and trimmed with lace, and beaded lace, or with gilt threads, 50 per cent ad valorem.

4. On all silk laces, known as or sold as handmade laces, 50 per cent ad valorem.

5. On head nets, or nets for the hair, of which silk is the material of chief value, \$3 per pound and 12 cents per dozen.

As we are not directly interested in the handmade lace made of silk or cotton, we do not propose any rate of duty, but leave that to the committee. The industry affords employment to many poor women.

JENNINGS LACE WORKS,  
Per A. G. JENNINGS.

## LACE WINDOW CURTAINS.

[Paragraph 276.]

### SPECIFIC DUTIES SUGGESTED BY REPRESENTATIVES OF VARIOUS MANUFACTURING FIRMS.

The Wilkesbarre Lace Manufacturing Company, Wilkesbarre, Pa. (employing 400 operatives), the Bromley Manufacturing Company, and the Lehigh Manufacturing Company, Philadelphia, Pa. (employing 1,000 operatives), respectfully represent to your committee:

I. The industry of making lace window curtains, commonly called "Nottinghams," by machines known as "Nottingham lace-curtain machines," is a distinct industry, and its products ought to be classified by themselves, and not with laces and tamboured or embroidered curtains, such as Irish point or Swiss curtains.

II. The above classification ought to be made, because in the case of machine-made or Nottingham curtains, and analogous products of the lace-curtain machines, a specific duty, closely adjusted to varying values, can easily be arranged.

III. We are credibly informed, on inquiry at the Treasury Department and the appraisers' offices, that there is no subject as to which undervaluations are more difficult of detection, and more prevalent. We have heard the opinion expressed that upon lace curtains under the ad valorem duty not 30 per cent of the duty is collected; and this without imputing fault or unfaithfulness to the appraisers in the first instance.

IV. We therefore offer the following amendment as a practical means of applying a specific duty to the curtains produced by our industry, to wit, the machine lace-curtain industry.

We would say as to other lace curtains, that we know of no effective way of collecting the revenue enforcing the protection except by making a compound specific and ad valorem duty, and a proviso for this will be suggested at the close of this memorandum.

We suggest the following proviso and separate classification for the Nottingham lace window curtains:

On all lace window curtains and other articles, finished and unfinished, made on the Nottingham lace-curtain machine and Nottingham warp machine, including lace curtain net, lace pillow shams, lace bed sets, and composed of cotton or other



fabrics, there shall be levied and collected and paid a duty of one cent per square yard on all goods counting five points or spaces between the warp threads to the inch, and half a cent per square yard in addition for each point or space in excess of five to the inch, up to and including nine such points or spaces, and, in addition, a duty of twenty per cent ad valorem. On goods counting ten points or spaces between the warp threads to the inch, four cents per square yard, and one-half cent per square yard in addition for each point or space in excess of ten to the inch, and twenty per cent ad valorem.

The class of curtains commonly known as "Nottingham" are constructed with a warp of parallel threads. The spaces in 1 inch between these parallel warp threads are called "points." Curtains on the Nottingham lace machines can be made in different widths to fit the different divisions of the machine, and in a wide range of qualities. They may be made in eight or more different classes of work, or what is known as "ordinary, double action, bar net, combination, madras, cross ground double spool, and combination swiss;" and so, in a curtain of a certain gauge or "point" the cost may vary from \$1 to \$2 a pair.

The fineness of the curtain depends upon the "points" or the number of the warp threads which are set up in 1 inch. The greater the number of these threads, the finer must be the work; the higher the quality—that is, the more motions of the machine there must be to each inch of the fabric—the more expensive will be the yarn, and the greater the amount of labor. Hence, starting with the basis of 50 per cent as the proper duty, both for revenue and for protection, we proceed to apportion the duty according to the number of warp threads in 1 inch.

We find that the result is that by starting with 1 cent per square yard for the cheapest curtains (those made on a "five-point" machine) and rising by half a cent for each additional warp thread, the duty—with the addition of 20 per cent ad valorem—will, on the average, be as near as possible 50 per cent of a fair ad valorem.

We do not claim that this is absolutely exact, but we do say that it is so nearly so and so simple in application and so automatic in its operation that we are justified in urging its adoption. The practical working of this is that importers will be required to invoice their curtains according to the number of threads in the warp and the number of square yards in the fabric, and the appraisers will always be able to verify the correctness of the invoices merely by placing a measuring glass over the warp threads and counting the number to the inch.

Lace curtains are undoubtedly a luxury, and a proper subject to yield revenue. The fixing of this specific duty will not stop importation, but simply transfer profits from the manufacturer to the Government. The encouragement of the lace-curtain industry will itself furnish revenue from another source, to wit, the duties on yarns. The art of spinning the finer yarns required for the finer curtains, as to which undervaluation is most rife, has not been attained in this country. The lace-curtain industry imports a vast quantity of yarn for its purposes. Therefore, the increasing of the efficiency of the protection now extended to this industry will add to the revenue in this respect.

As appears from the beginning of this memorandum, your memorialists alone employ about 1,500 operatives. The evasion of the protection by means of undervaluation, and also by the importers taking advantage of the administrative law, which allows them to enter goods as having no market value, has seriously crippled the industry in respect of all but the very lowest grade of curtains.

Fifty per cent ad valorem, if faithfully submitted to and collected, ought to be sufficient protection. But with the great variation in cost and value of these curtains, and the impossibility of fixing it by mere



inspection, except by the best expert talent and careful inspection, we say that we are not thriving for want of the protection which the law intends we should have, and we ask that the committee may inquire upon this point at the Treasury Department and the General Appraisers in New York and ascertain for themselves the great difficulty as to this subject which meets the appraisers.

*Illustrative table showing the working of the proposed schedule for lace curtains on a specific and ad valorem basis.*

| Gauge.  | Number of square yards. | Rate per square yard. | English cost. | Ad valorem.      | Duty on low cost. | Duty on high cost. |
|---------|-------------------------|-----------------------|---------------|------------------|-------------------|--------------------|
|         |                         |                       |               | <i>Per cent.</i> | <i>Per cent.</i>  | <i>Per cent.</i>   |
| 6.....  | 10                      | 1½                    | \$0.40        | 20               | 57½               | .....              |
| 7.....  | 10                      | 2                     | .54           | 20               | 57                | .....              |
| 8.....  | 11                      | 2½                    | \$0.76-1.15   | 20               | 56                | 44                 |
| 9.....  | 11                      | 3                     | .86-1.30      | 20               | 58                | 46                 |
| 10..... | 11                      | 4                     | .92-1.50      | 20               | 68                | 49                 |
| 11..... | 11                      | 4½                    | 1.08-1.65     | 20               | 66                | 50                 |
| 12..... | 11                      | 5                     | 1.24-1.85     | 20               | 64                | 50                 |
| 13..... | 11½                     | 5½                    | 1.28-2.00     | 20               | 71                | 53                 |
| 14..... | 11½                     | 6                     | 1.46-2.25     | 20               | 67                | 51                 |
| 16..... | 12                      | 7                     | 1.74-2.35     | 20               | 68                | 55                 |
| 18..... | 12                      | 8                     | 1.92-2.50     | 20               | 70                | 58                 |
| 20..... | 12                      | 9                     | 2.52-2.52     | 20               | 63                | 63                 |

The above table is given by way of illustration to show the working of the schedule which we submit.

The first column of costs shows actual sterling prices, reduced to United States money, taken from the books of Mills & Gibb. They represent the lowest prices at which the square yards to which they apply can be bought. It will be noted that there is considerable difference between the low prices of the Column A and the higher prices of the Column B. This simply shows the capability of the lace-curtain machine to be such that a curtain of the same width and gauge may be so changed in its construction that, as shown in the table opposite the 10 point, the cost may vary from 92 cents to \$1.50. Had we figured our table with Column A only in mind, the fine end would necessarily have suffered, and we would have been no better off than under the present ad valorem duty. Our object has been so to adjust the rate, as to give a fair average of protection, which, we feel confident, would amount to little more than 50 per cent.

At present very few curtains indeed of the low and medium grades are imported, and of the finer curtains the bulk are confined to these grades represented opposite the figures 10, 12, and 14, and at prices ranging from the lowest to the highest. The importations of curtains coming under 16, 18, and 20 points are not sufficiently large to warrant serious consideration in the latter.

It is absolutely essential that the domestic manufacturers of the finer curtains should have at least 50 per cent, and they are organized better than any lace-curtain plants in any other part of the world to make these goods, and they have hundreds of thousands of dollars invested in the machines and machinery fitted to produce them. These machines are now and have long been idle.

The importations of window curtains known as Irish points, Swisses, Brussels, etc., have grown to very large proportions within recent years, and the cheaper grades, those costing from 4 to 25 francs per pair, largely through the exceptional opportunity this class of goods offers for undervaluation, have had a very serious effect on the lace-curtain industry in this country.



In view of this, we ask for a separate schedule for all window curtains other than those designated as Nottingham lace curtains, and provided for as above; and we would submit the following schedule to apply to all curtains tamboured and embroidered by hand or by machinery:

On all lace window curtains, tamboured, and embroidered by hand or by machinery on textile fabrics composed of vegetable or other fabrics, there shall be levied a duty of five cents per square yard and fifty per cent ad valorem on goods valued at five dollars or less per pair, and two cents per square yard in addition for each additional dollar, or fractional part thereof, per pair. All other articles embroidered by hand or by machinery shall be subject to a duty of five cents per square yard and fifty per cent ad valorem.

The lace-curtain industry requires at least this protection, and that it be made efficient by a specific duty. This was demonstrated and conceded as a result of the hearings of the committee on the Wilson bill. Information on this subject was given to the Senate Finance Committee December 20, 1893, and appears in their minutes.

The following information was then furnished to and verified by the Senate Finance Committee, showing the difference in the cost of yarns entering into the manufacture of lace curtains. A large proportion of this yarn is special, and must be imported, because the art of spinning and preparing it has not yet been satisfactorily attained in this country. This element of yarn cost increases with the fineness of the curtains.

*Table showing comparative cost of yarns to the manufacturer in the United States and England.*

50 PAIRS, 10-POINT, WEIGHING 100 POUNDS.

| Yarn.                             | United States cost. |         | English cost. |         |
|-----------------------------------|---------------------|---------|---------------|---------|
|                                   | Per pound.          | Amount. | Per pound.    | Amount. |
| <i>No. 3.</i>                     |                     |         |               |         |
| 21 pounds 70-2 C Egyptian.....    | \$0.53½             | \$11.24 | \$0.37        | \$7.77  |
| 21 pounds 80-2 C Sea Island ..... | .70                 | 8.40    | .46           | 5.52    |
| 12 pounds 60-2 C warp.....        | .43                 | 5.16    | .25           | 3.00    |
| 55 pounds 40-2 spool cotton.....  | .25                 | 13.75   | .20           | 11.00   |
| Total .....                       |                     | 38.55   |               | 27.29   |
| 100 pairs.....                    |                     | 77.10   |               | 54.88   |

110 PAIRS, 8-POINT, WEIGHING 200 POUNDS.

|                                   |         |         |        |         |
|-----------------------------------|---------|---------|--------|---------|
| <i>No. 4.</i>                     |         |         |        |         |
| 36 pounds 70-2 Egyptian.....      | \$0.53½ | \$19.26 | \$0.37 | \$13.32 |
| 22 pounds 80-2 C Sea Island ..... | .70     | 15.40   | .46    | 10.12   |
| 26 pounds 40-2 warp .....         | .28     | 7.28    | .20    | 5.20    |
| 116 pounds 32-2 filling .....     | .21     | 24.36   | .16    | 18.56   |
| Total .....                       |         | 66.30   |        | 47.20   |
| 100 pairs .....                   |         | 60.27   |        | 42.90   |

50 PAIRS, 16-POINT, WEIGHING 62.10 POUNDS.

|                                          |        |         |        |         |
|------------------------------------------|--------|---------|--------|---------|
| <i>No. 5.</i>                            |        |         |        |         |
| 13.8 pounds 120-2 combed Sea Island..... | \$1.39 | \$18.77 | \$0.96 | \$12.96 |
| 9.10 pounds 80-2 combed Sea Island.....  | .63    | 6.63    | .46    | 4.42    |
| 59.6 pounds 60-2 Egyptian.....           | .49    | 29.10   | .34    | 20.17   |
| Total .....                              |        | 54.50   |        | 37.55   |
| 100 pairs.....                           |        | 109.00  |        | 75.10   |



Table showing comparative cost of yarns to the manufacturer in the United States and England—Continued.

SUMMARY.

Rate of protection from a 50 per cent ad valorem duty, if enforced.

|                      | English cost per pair. | Duty at 50 per cent. | Difference of material. | Leaves protection. |
|----------------------|------------------------|----------------------|-------------------------|--------------------|
| No. 3 (4s. 6d.)..... | \$1. 08                | \$0. 54              | \$0. 2352               | \$0. 3048          |
| No. 4 (3s. 4d.)..... | . 81                   | . 4050               | . 1750                  | . 23               |
| No. 5 (7s. 6d.)..... | 1. 82                  | . 91                 | . 3390                  | . 5710             |

Protection: No. 3, 28 per cent; No. 4, 28 per cent; No. 5, 31 per cent.

Cost of labor per week.

|                           | United States. | England. |                               | United States. | England. |
|---------------------------|----------------|----------|-------------------------------|----------------|----------|
| Designers.....            | \$60. 00       | \$35. 00 | Bleachers.....                | \$15. 00       | \$10 00  |
| Draftsmen.....            | 15. 00         | 10. 00   | Bleachers' helpers.....       | 10. 00         | 6. 00    |
| Foremen.....              | 35. 00         | 20. 00   | Stenter (man).....            | 22. 00         | 12. 00   |
| Weavers.....              | { 15. 00       | 12. 00   | Stenter (helper).....         | 10. 00         | 6. 00    |
|                           | 25. 00         | 15. 00   | Stenter (girl).....           | 6. 00          | 4. 00    |
| Machinists.....           | 16. 00         | 9. 00    | Taping.....                   | 7. 50          | 4. 50    |
| Warpers.....              | 13. 00         | 8. 00    | Folders.....                  | 7. 50          | 4. 00    |
| Winders.....              | 7. 00          | 3. 50    | Finishers.....                | 6. 00          | 2. 50    |
| Threaders.....            | 6. 00          | 5. 00    | Shipping clerk.....           | 15. 00         | 8. 00    |
| Brass bobbin winders..... | 7. 00          | 5. 00    | Assistant shipping clerk..... | 10. 00         | 5. 00    |
| Card cutters.....         | 12. 00         | 9. 00    | General help, finishing.....  | 6. 00          | 2. 50    |
| Readers.....              | 15. 00         | 9. 00    | Engineers.....                | 14. 00         | 7. 50    |
| Correctors.....           | 14. 00         | 6. 00    | Firemen.....                  | 12. 00         | 6. 50    |
| Menders.....              | 7. 00          | 5. 00    |                               |                |          |

The result of the above is a difference against the United States of 40 per cent on labor.

WILKESBARRE LACE MANUFACTURING CO.,  
Wilkesbarre, Pa.  
BROMLEY MANUFACTURING CO.,  
Philadelphia.  
LEHIGH MANUFACTURING CO.,  
Philadelphia.

COTTON EMBROIDERIES.

(Paragraph 276.)

STATEMENT OF MR. P. F. STONER, OF WRIGHTSVILLE, PA.

TUESDAY, December 29, 1896.

Mr. STONER said: Mr. Chairman and gentlemen of the committee, we are here in the interests of a practically new industry—the embroidering industry, consisting of the manufacturing of lace curtains, Irish point lace, dresser sets, bed sets, shams, etc., and we have a statement prepared which we will submit. In addition to that, however, I want to make a few remarks, and will answer any questions coming up.

We started the manufacture of these goods when we were under the McKinley tariff, and we had a protection, as you know, of 60 per cent on the manufactured goods and 40 per cent on the bobbinet, which forms the foundation of our curtain. This was not a sufficient protection to allow us to go into the manufacture of these goods very extensively, and under the new tariff it cramped us a great deal, so we were not able, in fact, to exist with it alone, but we carried it along with our other work, as we did not want to drop this part of our business.



These goods are used largely in this country, and at this time they are nearly all imported, principally from Belgium, Switzerland, and some of them from Germany, where there is a very low price of labor, and it is along this line that we are crippled—the cost of labor. Our work is embroidered work with machinery, but it is practically, in one sense, hand-work; and as labor is so very much lower in Switzerland and Belgium, we are cut off from entering into the manufacturing of these goods to any great extent, or into the better class of them, on higher grades, in which the labor is the more prominent factor. We know from our little experience that the goods can be made. We have brought with us some samples of our work, and also a few of the foreign-made goods, to show that the goods can be made if the industry has the proper protection and is nurtured. If this is done there is a good future for it in this country.

If there are any questions the committee desire to ask I would be glad to answer them, so far as we are acquainted with this work, and so far as we know about it. I just want to say that the material we use that enters into the construction of this curtain is principally bobbinet.

Mr. PAYNE. Where is that made?

Mr. STONER. It is a foreign product, made in Switzerland, Belgium, and England. There is none made in this country that we know of at the present time.

Mr. PAYNE. Your factory is in Philadelphia?

Mr. STONER. Our factory is now at Wrightsville, Pa.

Mr. PAYNE. What is the name of your company?

Mr. STONER. The Columbia Embroidery Company. We have taken advantage of all the things we could for the purpose of possibly securing some advantages in manufacture which we did not have—so far as labor and other expenses were concerned.

The CHAIRMAN. Is that all you have to say?

Mr. STONER. The rest that I desire to call to the attention of the committee I have prepared in a full statement which I will turn in. I would say at present our goods are classed with laces and edgings, under one paragraph in Schedule J (paragraph 276), and we think that there should be, possibly, a separate paragraph, as that paragraph takes in goods which really are of a different nature or of a different construction. I want to emphasize this fact, that they are not Nottingham curtains. They are embroidered goods, thus differing very materially from the other. We know nothing about the other industry.

Mr. DALZELL. Curtains have an ad valorem duty, do they not?

Mr. STONER. Fifty per cent ad valorem.

Mr. DALZELL. What is your suggestion?

Mr. STONER. With your permission, I will read from my prepared statement. I will read the whole schedule; it is not lengthy.

(Mr. Stoner here read from the prepared statement which follows this oral statement.)

In conclusion, I would say the principal duty we ask is to offset the duty we pay on our material. We do not think it should be taken off. All we ask is something to offset that duty—that you will add a duty to cover the difference of wages between this country and the wages in Europe.

Mr. Stoner's written statement follows:

We herewith present for your consideration some facts relating to the tariff on embroidered goods. Under the tariff law of 1890 these goods were subject to a tariff of 60 per cent ad valorem, and bobbinet, which is used as the foundation material, was subject to a tariff of 40



per cent ad valorem. Under the tariff law of 1894 the tariff on embroidered goods was lowered to 50 per cent ad valorem, and the bobbinet was raised to the same figure. At the rates imposed by the tariff law of 1890 a small beginning was made in the manufacture of embroidered lace curtains, but the amount of protection was found to be sufficient only on a limited number of embroidered goods, and the change of 1894 worked against these goods very strongly, especially in the case of curtains where bobbinet is used.

Embroidered goods, especially curtains made by the Bonnaz embroidery machines, are made chiefly in Switzerland, but also in Belgium, France, and elsewhere. The cost of labor, which is a very large percentage of the cost of these goods, is very low, running from 15 cents a day for the small help to about 25 to 30 cents for skilled operators, where similar labor in this country commands 40 cents or so a day for the small help, and from 60 cents to \$1 or more a day for skilled operators. Under these circumstances even 60 per cent ad valorem is not sufficient to enable this industry to be built up to large proportions in this country.

There are used every year many millions of dollars' worth of these goods, practically all of which is now made in Europe, but which could, with adequate protection, be transferred to a considerable extent to this country, and give employment to a very large number of persons.

Undervaluation on these goods is very easy, on account of the extreme variety of the patterns and sizes, etc., so a specific duty in addition to an ad valorem would make the most adequate protection, and we present herewith a schedule which we believe to be one which will protect these goods properly, and be the means of building up a large industry in this country.

This specific duty we suggest is principally to offset the duty we pay on our material, making the ad valorem duty to cover the difference in rate of wages between this country and Europe.

Curtains not exceeding in size four and one-half yards long by two yards wide made by embroidering by hand or machine, on net, bobbinet, muslin, felt, plush cloth, or other textile fabrics composed of vegetable, animal, or other fibers, fifty cents per pair, and in addition thereto sixty per centum ad valorem when not valued at over two dollars per pair. On similar curtains, when valued at over two dollars per pair, an additional amount of twenty-five cents per pair for each additional dollar, or fractional part thereof, of value per pair.

Sash curtains, by the yard, in patterns without transverse borders, made by embroidering on net, bobbinet, scrim, muslin, linen cloth, or similar plain woven goods, not exceeding thirty-six inches in width, two cents per square yard, and in addition thereto sixty per centum ad valorem when valued at not over six cents per square yard. On similar sash curtain goods not over thirty-six inches in width, and valued at over six cents per square yard, one-quarter of one cent additional for each additional cent or fractional part thereof of value of each square yard.

Tidies, scarfs, bureau sets, bedspreads, pillow shams, table covers, and all other embroidered goods not herein specifically mentioned, made by embroidering by hand or machine on net, bobbinet, muslin, felt, plush, cloth, or other textile fabrics composed of vegetable, animal, or other fibers, five cents per square yard, and in addition thereto sixty per centum ad valorem if not valued at over twenty cents per square yard. On all similar embroidered goods when valued at more than twenty cents per square yard an additional amount of one and one-quarter cents per square yard for each five cents or fractional part thereof of value of each square yard.

#### COTTON EMBROIDERIES AND BOBBINET.

MANAYUNK, PHILADELPHIA, PA.,

*December 11, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We beg to call your attention to a matter in regard to the tariff on embroidered goods which we hope can be remedied in any new tariff



legislation. The embroidered goods we refer to are those known as appliqué and Brussels lace curtains, bedspreads, pillow shams, bureau scarfs, etc. A very large quantity of these goods are used in this country, and all but a very small percentage of them are imported. They are made on the Bonnaz embroidery machines, using different materials for the basis. The principal material on which the curtains are made is bobbinet. In the McKinley bill the duty on the finished curtains was 60 per cent and on the bobbinet it was 40 per cent, but the Wilson-Gorman bill raised the bobbinet (our raw material) to 50 per cent and lowered the finished goods to the same figure, thus cutting us off in both directions. The bobbinet (as far as we can find out) is not made in this country, but is all brought in from England and Belgium. The increased tariff on this was neither a protection nor a revenue move; therefore, as there was none made here, nor any prospects of its being made here, and the revenue was greatly reduced by the consumption being lessened, there was no reason for the increased duty on it, while the duty on the goods made from the material was reduced 10 per cent.

The protection on these curtains, even under the McKinley bill, was never sufficient to enable the goods to be made in any great quantity in this country, although such a large quantity of them is used here. They are mostly made in Switzerland by very low-priced labor. The machine operators do not make more than about \$2.50 to \$3.50 per week, and here we can not get them much under twice that figure. The cutters-out (small help) do not often make much over \$1 per week and sometimes less, and they have to have from \$2 to \$2.50 and more per week here.

As labor is a very large part of the cost of these curtains, especially in the higher numbers, a tariff of even 60 per cent is too low. A specific duty in part would be the best on these goods, as undervaluation is very easy. There ought to be a specific duty of \$1 per pair on all curtains costing less than \$2.50 in Europe and a 40 per cent ad valorem duty besides; between \$2.50 and \$4, a specific duty of \$1.50 and 40 per cent; between \$4 and \$5, a specific duty of \$2 and 40 per cent, and so on.

The bobbinet, which is used for doing the work on, should come in at a low rate of duty, or even free, as there is none made here, and it is such a special industry; only a very few firms in the whole world are making it, and those with very cheap labor, that it is not likely to be made here.

In this case there could be built up in this country a very large industry, employing a large number of people, as the demand for these goods is very large indeed, the imports of them running up into very large figures. In fact, we believe there are millions of dollars' worth of embroidered curtains imported.

J. A. CAMPBELL & BRO.

## HORSE BLANKETS.

TROY, N. H., *December 29, 1896.*

### COMMITTEE ON WAYS AND MEANS:

We would like to call your attention to the matter of the duties on jute goods. Under the present tariff law, the duty on jute yarns is 30 per cent ad valorem. The jute yarns woven into carpets are 20 per cent; if they are woven into bagging or burlap they come in free. Instead of protecting our manufacturers of jutes, such a scale discriminates directly against them. This matter affects us not as jute manu-



facturers, but as manufacturers of horse blankets, since this bagging coming in free operates against the results of home products, the burlap being used on account of its very low value as an inferior substitute for the textile goods of which we are extensive manufacturers. It also operates largely against the use of another American product—cotton ducks—which are also used in the manufacture of horse blankets.

TROY BLANKET MILLS,  
By F. RIPLEY, *Superintendent*.

HOLYOKE, MASS., *December 29, 1896.*

COMMITTEE ON WAYS AND MEANS:

Inasmuch as the present tariff, to the detriment of domestic manufacturers of horse blankets, admits burlaps free, we, as representing that body, respectfully petition that the former duty be restored to these goods. Since the present schedule has been in force, burlaps have entered very largely into the manufacture of cheap horse blankets (in some cases merely shaped to fit the horse, in others lined with a cheap material) which with comparatively little labor can be placed on the market in damaging competition with the domestic woven blanket, hitherto used almost exclusively for horse clothing in the United States, thus throwing into forced idleness American machinery and depriving the American workman of legitimate labor.

The total labor required in making up these cheap burlap blankets amounts to but a few cents each, whereas in the woven fabric horse blanket the labor constitutes one of the principal items of expense.

SPRINGFIELD BLANKET COMPANY,  
E. H. WILKINSON, *Manager*.

## LINEN GOODS.

### STATEMENT SUBMITTED BY THE FRANKFORT LINEN MANUFACTURING COMPANY, OF FRANKFORT, N. Y.

FRANKFORT, N. Y., *January 7, 1897.*

COMMITTEE ON WAYS AND MEANS:

Knowing that the present tariff protection is not adequate to meet and fill the needs and requirements of the linen-manufacturing industry of this country, and that a change having in view additional relief of such industry is proposed, the following facts are respectfully submitted for the consideration of your honorable body having in charge the revision of the tariff:

It is estimated on good authority that there is brought from abroad and sold annually in this country manufactured linen goods to the amount of at least \$23,000,000, while there is manufactured in the United States less than \$1,000,000. This in itself shows that there is something radically wrong in the protection of this important industry, or this state of affairs could not exist. The best linen crashes and like articles in this country are made by the Frankfort Linen Manufacturing Company of Frankfort, N. Y., a concern started two years ago with an authorized capital of \$50,000. This mill is equipped with the finest machinery of its kind in the world, and notwithstanding an honest and economical management, it shows a large yearly deficit on account of foreign competition, which can and should be remedied in the interest



of the American workmen and the building up of this important industrial branch of business.

Nearly a score of linen-manufacturing plants have been established in this country within the past ten or twelve years, but only two or three survive, and the reports from these give no encouragement and they can not much longer exist under present conditions.

In order to develop this industry in this country, it is absolutely certain that the duty must be raised from 35 per cent to at least 50 per cent ad valorem, or to a specific duty of  $3\frac{1}{2}$  cents per yard on all linen crashes. This amount of protection would stimulate new industries in this country, which have been too long neglected, and give revenue and steady employment to thousands of our own people.

In the interest of our own people, having in view the establishment of home industries that will give employment to many thousands of our people and furnish for home consumption an article for which there is a very great demand, we most respectfully ask for such an increase in tariff as will afford ample protection to these industries, and a proportionate increase in the event of a tariff on raw material.

FRANKFORT LINEN MANUFACTURING COMPANY,  
JAMES H. HOARD, *President*.  
H. H. INGHAM, *Secretary*.

#### STATEMENT SUBMITTED BY THE ANCHOR LINEN MANUFACTURING COMPANY, OF LOUISVILLE, KY.

LOUISVILLE, KY., *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

I see from the reports in the papers that the Committee on Ways and Means is at work on the new tariff. As you are aware, I am engaged in the manufacture of linen goods in this city, and have quite a hard time competing with foreign fabrics. The great trouble with the industry in my line of business is that the raw flax material comes in free; flax yarns cost 35 per cent duty and goods manufactured out of flax are also 35 per cent duty, which is practically, for a manufacturer in that line of goods, no protection at all. As the price I have to pay for my yarns requires a duty of 35 per cent and the cost of manufacturing has no protection, and as you are well aware that wages, labor, interest, and taxes in this country are much more than in foreign countries, I would be pleased to have you look into this matter, and if you think it will be of any advantage will gladly give you data and figures to prove my assertions.

ANCHOR MANUFACTURING COMPANY.

#### STATEMENT SUBMITTED BY ELIOT C. CLARKE, REPRESENTING THE BOOTT COTTON MILLS OF LOWELL, MASS.

BOSTON, MASS., *January 6, 1897.*

MY DEAR SIR: Permit me to suggest why the import duty on linen yarns should be lessened and that on linen cloth increased. On account of an extraordinary increase in the number of cotton mills in the Southern States production of cotton cloth has exceeded consumption. Old Northern mills, being at a disadvantage in producing staple cotton cloths, are trying to produce fine and fancy cloths, now imported. A few, including the Boott Cotton Mills, are attempting to make linen



cloth, which affords a large and hitherto untried market for home industry. At present practically all linens are imported.

The Boott Cotton Mills have made unbleached, half-linen dress goods the past year, and have run 500 looms on them with fair success. Now we are experimenting with linen towels and cloth for pillowcases.

The yarns used in these goods are not made in this country. Almost no linen yarn is made here, excepting coarse carpet yarns and linen thread. The making of linen cloth from imported yarns must come first, and will be followed by the making here of yarns suitable for weaving into cloth.

My investigations prove to me that under the present tariff we can almost, but not quite, make staple linens such as towels, tablecloths, napkins, sheets, etc. With a little cheaper yarn, or a little dearer imported cloth, we can enter the field. If we do so, I believe we shall, in a few years, produce our own linens from our own yarns, and make goods which shall cost the consumer no more than those now imported.

This would help Northern cotton mills by giving them the new industry, and help Southern cotton mills by lessening Northern competition.

ELIOT C. CLARKE,  
*Treasurer Boott Cotton Mills, of Lowell, Mass.*

**STATEMENT SUBMITTED BY RICHARD H. EWART, OF NEW YORK CITY, LINEN IMPORTER.**

NEW YORK, *December 30, 1896.*

**COMMITTEE ON WAYS AND MEANS:**

As I have been largely interested in the importation of linen goods since July, 1869, I wish to present my views on the tariff question, so far as it touches manufactures of flax.

Linens are practically not manufactured in the United States of America, climatic and other causes having led to disastrous results when an attempt was made to develop the industry. A few goods manufactured from flax and cotton have been made here, but the hopes of those who tried to manufacture linens were not realized; and to-day, after years of protection (which has cost the citizens of the United States millions of dollars without establishing any manufacturing industry), only coarse fabrics, such as crashes, can be made here, and I do not think this business has materially increased during the past fifteen or twenty years. As the Government and business men of the country recognized this fact, the rate of duty before the war was 15 per cent. When the necessities of the war pressed, the rate was advanced to 30 and 35 per cent, with the clear understanding that the advance was to be temporary, but it has not since been reduced, although under a 50 per cent rate, which existed for a short time, the manufacturing of linens was not developed or found to be feasible.

Linens are used largely by American manufacturers of collars, cuffs, clothing, bags, trunks, etc., as raw material, and it has been estimated that from \$40,000,000 to \$50,000,000 of American capital is invested in the importation and sale of manufactured linen goods, so I strongly advocate a reduction from the present rate of 35 to 25 per cent, as such a change would benefit millions of consumers, and also probably help the Government by increasing revenue, based on increased importations.

While favoring a specific tariff when practicable, I beg to say that I have never met anyone familiar with the trade, who had prepared, or seen, tables which could be applied specifically. The weights, widths,



and counts of linen goods are so varied that almost any specific tariff would fail. With the existing tariff, or one of 25 per cent ad valorem, and with the low cost of linens, very little opportunity is given for undervaluing, so that a method which might wisely be applied to silks, velvets, etc., would not do for Schedule J. I make this statement while most anxious to be protected in all possible ways from unfair competition, and I may say, in conclusion, that I have never had an invoice advanced in value.

RICHARD H. EWART.

STATEMENT SUBMITTED BY REPRESENTATIVES OF THE LINEN  
TRADE ASSOCIATION OF NEW YORK.

NEW YORK, *January 11, 1897.*

COMMITTEE ON WAYS AND MEANS:

On behalf of the Linen Trade Association of New York, composed of merchants engaged in the importation of linen and jute fabrics, would say, after several conferences on the subject, and in accordance with the desire that we should suggest rates of specific or compound duties, the equivalent of 35 per cent ad valorem, to be substituted for the present ad valorem duties on manufactures of flax and jute in Schedule J, after a thorough and careful investigation of the subject, we find it utterly impracticable to apply any but ad valorem duties to most articles embraced in Schedule J, although we are in hearty accord with the desire to substitute specific or compound rates were it possible.

*Paragraph 277.*—In accordance with the foregoing, we suggest that manufacturers of flax and jute not otherwise provided for continue to pay 35 per cent ad valorem duty. There are no manufactures of any magnitude of flax fabrics in this country, except the Stevens Linen Works in Massachusetts, who confine themselves entirely to producing cheap grades of crash; there are one or two other smaller concerns manufacturing crash, but not to the extent of the Stevens Company. There is, therefore, no reason for a higher duty than 35 per cent ad valorem, as it does not protect or foster any industry, other than mentioned, in this country. We also believe 35 per cent ad valorem duty is the highest rate that will not restrict the consumption of linen goods, and we do not believe lower rates would tend to increase consumption.

These arguments we used in stating our case to the Ways and Means Committee when the act of 1894 was under consideration. Treasury statistics for the fiscal year ending June 30, 1896, prove the statement to be correct; for while business of all kinds throughout our country has been depressed, the consumption of linens under paragraph 277, as shown by Treasury import statistics, has continued at the rate of about \$15,000,000 annually, yielding the Government a larger revenue than were the duties fixed at any other rate. In this connection we wish to state that any higher rate on manufactures of linen would result in an immediate and large increase of importations, which would be far in excess of the normal consumption; these goods would pay the present rate of duty, would be put in consumption under the new increased rates, thus permitting a serious increase in cost to the consumer, which would not be checked by increased domestic production, as we have practically no linen industry in this country, and not likely to have.

*Handkerchiefs made of flax.*—While we would be pleased to have specific or compound rates, the equivalent of the present 40 and 50 per



cent ad valorem rates respectively substituted, we have been unable to discover any plan to suggest, and therefore recommend a continuance of the present ad valorem rates. At present handkerchiefs made of flax are classified in both Schedules I and J. It is recommended that all handkerchiefs made of flax should be classified in Schedule J along with other manufactures of flax. Handkerchiefs made of cotton is a large industry in this country, which the importers of linen handkerchiefs have no wish to disturb or interfere with in any way. It is also recommended that initial handkerchiefs, on which there has been a conflict between the Government and importers, should be treated as plain linen handkerchiefs when the cost of the initial embroidering does not exceed one-half the value of the cloth on which it is worked, viz, 40 per cent ad valorem; when above that limit of cost, duty to be the same as on embroidered linen handkerchiefs, viz, 50 per cent ad valorem.

*Burlaps.*—A coarse fabric of plain weave made of flax or jute, and sometimes a mixture of each, but mostly made of jute. Burlap made of jute, with the exception of cotton bagging, is the commonest and cheapest of all woven fabrics. It is used for making into bags, oilcloth foundations, and wrappers or containers for merchandise. There are no burlaps now made in this country except a few in the San Quentin Prison, California, and Walla Walla Prison, Washington, where the manufacturing of them is done to keep the convicts employed, and not as a commercial enterprise. Under the tariff of 1883, burlaps had a protection of 30 and 40 per cent respectively, for those under and over 60 inches wide, but jute out of which they were made paid a duty of 20 per cent ad valorem. Under the McKinley Act they were more favored by having a duty of  $1\frac{5}{8}$  cents per pound for those under 60 inches wide, which as near as can be computed is the equivalent of 30 per cent ad valorem, and those over 60 inches wide 40 per cent ad valorem, and the jute out of which they were made was duty free. Notwithstanding these favorable duties provided for them in all these years, the industry did not make any progress and there is therefore no reason to believe it could be made to do so in future, and, except for reasons of revenue, might be continued on the free list, as the business of the country has become adjusted to that basis.

But if it is with the idea that they should contribute their share to the Government income, and your committee decide that they shall pay a duty, we then recommend the rate of 15 per cent ad valorem on burlaps made of jute, irrespective of width, as being most equitable for all concerned, based on Treasury statistics on the imports of burlaps for the fiscal year ending June 30, 1896. A duty of 15 per cent ad valorem would yield the Government a revenue of not less than \$1,000,000 annually. As there has been so much controversy resulting in expensive litigation as to what a burlap made of jute is, we would suggest that instead of using that word when framing the new tariff bill, a paragraph be used describing it, viz:

A manufacture of jute, or of which jute is the component material of chief value, plain woven of single yarns, and constructed with single warps and single wefts, counting 35 threads to the square inch and under, to pay a duty of 15 per cent ad valorem; those over 35 threads and under 55 threads to the square inch, 25 per cent ad valorem; when containing more than 3 per cent of dyed yarns, 35 per cent; all other burlaps or manufactures of jute not otherwise specified, 35 per cent ad valorem.

We advocate the ad valorem system rather than specific because it puts all duties on the same basis, and all pay the same rate of duty



proportioned to cost. Specific rates bear unduly heavy on the lower grades. A lower fluctuation of foreign market value makes an increased rate of duty when specific, but a rise in foreign market value, on the other hand, deprives the Government of a considerably increased revenue. Owing to the cheap character of jute fabrics, especially burlaps, and the publicity that is given in the Dundee and Calcutta daily papers as to the market value of goods, it is impossible to attempt fraud or undervaluation without being discovered at once. As an instance we would say, to-day's market price for 40 inch 10½ ounces ordinary burlap in Dundee is about 1½d. per yard, equal, say, to 2½d. Should anyone be disposed to undervalue, it would not pay them to do so for less than 5 per cent, and 5 per cent would be equal to 1½d. per yard, say, 2½d.; but as the fluctuations in the Dundee and Calcutta markets are of smaller fractions than 1½d., anyone attempting to undervalue as little as ½ to 12d., or, say, 2½ per cent, would be detected at once, not only by the consul at the port of shipment, but by the appraisers at the ports of entry in the United States where the shipments arrive. We therefore trust we have clearly demonstrated the superiority of the ad valorem system over the specific, so far as burlaps are concerned.

*Bags and sacks made of jute.*—The specific system better than any other can be applied to bags and sacks made of jute. We recommend that all bags or sacks made of jute, whether new or secondhand, wherever manufactured, pay a duty of 2½ cents per pound.

To briefly summarize the foregoing, we suggest the following paragraphs and rates of duties for manufactures of flax and jute in Schedule J for your consideration, viz:

All manufactures of jute, or of which jute is the component material of chief value, plain woven of single yarn, and constructed with single warps and single wefts, counting 35 threads and under to the square inch, including both warp and weft, 15 per cent ad valorem.

When striped, containing 8 per cent by count or less of dyed or colored warp yarns, 15 per cent ad valorem. Exceeding 8 per cent by count of dyed or colored warp yarns, 35 per cent ad valorem.

When counting over 35 threads, and under 55 threads, to the square inch, including both warp and weft, 25 per cent ad valorem.

When striped, containing 8 per cent by count or less of dyed or colored warp yarns, 25 per cent ad valorem. Exceeding 8 per cent by count of dyed or colored warp yarns, 35 per cent ad valorem.

All manufactures of jute, or of which jute is the component material of chief value, not otherwise provided for, also such manufactures of jute which have been subjected to dyeing, printing, stamping, or painting, not otherwise provided for, 35 per cent ad valorem.

The article commercially known as buckram, manufactured of jute, or of which jute is the component material of chief value, 35 per cent ad valorem.

Bagging for cotton, and gunny cloth, woven with single yarns and constructed with single warps and single wefts, containing under 18 threads to the square inch, including both warp and weft, 10 per cent ad valorem.

All manufactures of flax, tow, or hemp, etc. (see paragraph 277, Schedule J of present tariff), 35 per cent ad valorem.

All bags and sacks, whether new or second hand, manufactured of jute or made of any cloth of which jute is the component material of chief value, wherever manufactured, 2½ cents per pound.

Handkerchiefs made of flax, or of which flax is the component material of chief value, plain or printed, whether hemmed, unhemmed, or hemstitched, not otherwise specified, 40 per cent ad valorem.

Embroidered handkerchiefs, made of flax, or of which flax is the component material of chief value, whether hemmed, unhemmed, hemstitched, or scalloped, 50 per cent ad valorem.

Initial handkerchiefs made of flax, or of which flax is the component material of chief value, where the cost of the initial does not exceed one-half the value of the cloth contained in the handkerchief, 40 per cent ad valorem. When the cost of such



initial exceeds one-half the cost of the cloth contained in the handkerchief, 50 per cent ad valorem.

E. R. BIDDLE,  
H. D. COOPER,

*Committee Representing Linen Trade Association of New York.*

### STATEMENT SUBMITTED BY THE DOUGLAS MILLS, WORCESTER, MASS., RELATIVE TO LINEN GOODS.

WORCESTER, MASS., *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I wish to call your attention to and enlist your interest in the import duties now levied on linen yarns and linen cloths. At present they are the same, 35 per cent ad valorem, and I would point out to you that such being the case it is impossible for a manufacturer here to compete against the imported cloth, as the only assistance he gets is the 35 per cent duty on the difference between the price he pays for his imported yarn—on which he must pay the 35 per cent duty—and the value of the imported cloth, which does not nearly cover the difference in the wages paid for weaving that yarn into cloth here and the wages paid for the same work in Great Britain or France.

Now I do not pretend to suggest to you what amount of duty ought to be levied on linen yarns, but I do submit and claim that, in the interest of the manufacture of linen cloth here, a heavier duty ought to be levied on the cloth than on the yarn.

At present, as you doubtless know, the manufacture of linen cloth in this country is almost nil, and so long as the duties on the yarn and on the cloth remain the same it will not, it can not, increase; but I venture to say that if an appreciable difference—say, of  $7\frac{1}{2}$  or 10 per cent—were made between the two, the domestic manufacture of this cloth would be fostered and grow larger year by year. And I will further point out to you that this would occasion no loss to the revenue, as all the linen yarn used would have to be imported and so pay its duty.

I am at present engaged in the manufacture of cotton cloths and know something about making linen goods, and the only thing which prevents me weaving a certain kind of cloth which is largely used in in this country, and of which every yard is at present imported, is that I can not compete against the imported cloth for the reason above stated.

THE DOUGLAS MILLS.

### UPHOLSTERY GOODS.

#### STATEMENT SUBMITTED BY VARIOUS MANUFACTURERS.

PHILADELPHIA, *December 29, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We, the undersigned manufacturers of upholstery goods, would submit the following for the consideration of your committee: The goods we manufacture are of various kinds, some of all cotton, others of cotton and jute, others of spun silk and cotton, and others of all silk, so that our goods do not have a separate classification, but come under different schedules.

In all of these the present rate of duties is barely sufficient to protect



the labor going into them with the present duties on yarns (which are our raw materials). They stand as follows:

| Goods.          | Present duties on yarns. | Present duties on our products. |
|-----------------|--------------------------|---------------------------------|
|                 | <i>Per cent.</i>         | <i>Per cent.</i>                |
| Jute .....      | 30                       | 35                              |
| Linen .....     | 35                       | 35                              |
| Cotton .....    | * 40                     | 35-40                           |
| Spun silk ..... | 30                       | 45                              |

\* Average.

If the rates on any of these yarns should be increased by your committee, it would jeopardize our industry very much unless the duty on our manufactured goods should be increased in proportion. We would therefore ask your committee to either have the duties remain as they are at the present time on cotton, linen, jute, and spun-silk yarns, or give us a corresponding increase in the duty of manufactured goods. We would favor the McKinley bill rates on cotton yarns and manufactured goods of cotton.

We would also beg to call the attention of your committee to the fact that while we pay a duty of 30 per cent on spun-silk yarns, the manufacturers of dress goods who use raw-silk yarns (thrown in this country) have their materials come in free of duty. Our goods come under same classification, and therefore we are at a disadvantage over the dress-goods manufacturers who use raw-silk yarns.

We would also say that we are in hearty accord with the sentiment of the National Manufacturers' Association when they say that they favor the duties being made as low as they can be made consistent with sufficient revenue and protection to American labor.

GEO. BURKS & SON,  
*5418 Wyalusing avenue.*

STEAD & MILLER,  
*Fourth and Cambria streets.*

HOYLE, HARRISON & KAYE,  
*Third and Lehigh avenue.*

THE ORINOKA MILLS,  
*Per I. H. Solomon, Treasurer, Somerset street.*

THE OLDHAM MILLS,  
*Per W. and J. Sloane, Agents.*

## SCHEDULES SUGGESTED.

### RATES RECOMMENDED BY THE FLAX, HEMP, AND JUTE MANUFACTURERS OF THE UNITED STATES.

NEW YORK, N. Y., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

In compliance with the invitation which your committee has extended to the merchants and manufacturers of the country to present their views on the subject of the proposed revision of the tariff, I submit to you herewith, on behalf of the flax, hemp, and jute manufacturers of the United States, for insertion in Schedule J of the new tariff, a set of rates on flax, hemp, and jute, and manufactures thereof. We also submit



herewith a table showing the rates on all goods of this kind in the McKinley tariff, in the Wilson tariff, and in a column for comparison the rate asked for herein. An examination of this table will show that we ask for practically the restoration of the McKinley rate of duty. Our request admits all raw materials free of duty and the rates of duty asked on these goods in their different stages of manufacture are only the difference between the wages paid in the countries from which these manufactured goods are imported and in this country. Our rates of duty, if adopted by your committee and enacted into law, will produce an additional revenue to the Government, on the basis of last year's importations, of fully \$2,500,000. This fact is easily to be deduced from the accompanying table.

I respectfully make this request to you on behalf of the following manufacturing establishments:

|                                          |                                     |
|------------------------------------------|-------------------------------------|
| Allentown Spinning Company .....         | Allentown, Pa.                      |
| Barbour Bros. ....                       | Paterson, N. J., and New York City. |
| Dolphin Jute Mills .....                 | Do.                                 |
| Sutherland & Edwards Company .....       | Paterson, N. J.                     |
| Wilmington Jute Mills .....              | Wilmington, Del.                    |
| Planet Mills .....                       | Brooklyn, N. Y.                     |
| Buchanan & Lyall .....                   | New York, N. Y.                     |
| Standard Rope and Twine Company .....    | Do.                                 |
| Travers Bros. Company .....              | Do.                                 |
| The A. H. Hart Company .....             | Do.                                 |
| The Hooven & Allison Company .....       | Xenia, Ohio.                        |
| The California Jute Mills Company .....  | Oakland, Cal.                       |
| Cable Flax Mills .....                   | Schaghticoke, N. Y.                 |
| James Thompson Company .....             | Valley Falls, N. Y.                 |
| Marshall & Co .....                      | Kearney, N. J.                      |
| Smith & Dove Manufacturing Company ..... | Andover, Mass.                      |
| Thos. Jackson & Son .....                | Reading, Pa.                        |
| Bentley & Gerwig Company, Limited .....  | New Brighton, Pa.                   |

The above establishments represent nearly the entire flax, hemp, and jute manufacturing industry in the United States, having many millions of dollars invested in plants and employing many thousands of men, women, and children. By a meeting held in New York on December 30, 1896, I am authorized, as chairman of the said meeting, to submit the request which we make herein to your honorable body.

#### RATES RECOMMENDED.

Flax, hackled, known as "dressed line," one and one-half cents per pound.

Hemp, hackled, known as "dressed line," one cent per pound.

Yarn made of jute, single, in skeins and in the gray, not finer than five lea or number, one and one-half cents per pound. Jute yarns finer than five lea or number, or if twisted, dyed, or bleached, or in any way advanced beyond single gray skeins, two and one-half cents per pound.

Yarn composed of flax, hemp, or ramie, valued at twelve cents per pound or less, six cents per pound. Valued at more than twelve cents per pound, fifty per centum ad valorem.

Twines, lines, cords, and rope, valued at thirty cents or less per pound, composed of flax, hemp, or jute, or of a mixture of either of these substances, forty per centum ad valorem.

Threads, twines, or cords made from yarn not finer than five lea or number, composed of flax, hemp, or ramie, twelve cents per pound. If made from yarn finer than five lea or number, an additional duty of three-quarters of a cent per pound for every lea or part of a lea of fineness.

Cables, cordage, and twine, composed of New Zealand hemp, istle, Tampico fiber, manila, sisal grass, or sunn, one cent per pound.

Hemp and jute carpets and carpetings, not over sixteen ounces to the square yard, six cents per square yard. Mattings made from jute, ten cents per square yard and fifteen per centum ad valorem.

Burlaps made of jute, two cents per pound. Bagging and bags and sacks made from burlaps, two and one-quarter cents per pound. Bagging for cotton, gunny cloth, and all similar material suitable for covering cotton, composed of flax, hemp, jute, or jute butts, one cent per square yard.



All manufactures of flax, hemp, or jute or other vegetable fiber, except cotton, of which these substances, or either of them, are the component material of chief value, not specially provided for in this act, fifty per centum ad valorem.

SCHEDULE J.—Table showing McKinley tariff rates, Wilson tariff rates, and rates asked herein, in comparison.

## SOFT FIBERS.

|                                                                 | Flax or ramie.                                                                                          | Hemp.                                                                                                   | Jute.                                                                                                                                   |
|-----------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|
| Raw material:                                                   |                                                                                                         |                                                                                                         |                                                                                                                                         |
| McKinley tariff .....                                           | 1 cent per pound <i>a</i> .....                                                                         | \$25 per ton <i>b</i> .....                                                                             | Free.                                                                                                                                   |
| Wilson tariff .....                                             | Free .....                                                                                              | Free .....                                                                                              | Free.                                                                                                                                   |
| Rate asked herein .....                                         | Free .....                                                                                              | Free .....                                                                                              | Free.                                                                                                                                   |
| Hackled or dressed line (material in first manufactured state): |                                                                                                         |                                                                                                         | <i>Tow.</i>                                                                                                                             |
| McKinley tariff .....                                           | 3 cents per pound <i>c</i> .....                                                                        | \$50 per ton <i>b</i> .....                                                                             | Free.                                                                                                                                   |
| Wilson tariff .....                                             | 1½ cents per pound <i>d</i> .....                                                                       | 1 cent per pound <i>e</i> .....                                                                         | Free.                                                                                                                                   |
| Rate asked herein .....                                         | 1½ cents per pound <i>d</i> .....                                                                       | 1 cent per pound <i>e</i> .....                                                                         | Free.                                                                                                                                   |
| Yarn or thread (material in second manufactured state):         |                                                                                                         |                                                                                                         |                                                                                                                                         |
| McKinley tariff .....                                           | At 13 cents per pound or less, 6 cents per pound; more than 13 cents, 45 per cent ad valorem. <i>f</i>  | At 13 cents or less per pound, 6 cents per pound; over 13 cents, 45 per cent ad valorem. <i>g</i>       | 35 per cent ad valorem.                                                                                                                 |
| Wilson tariff .....                                             | 35 per cent ad valorem.                                                                                 | 35 per cent ad valorem.                                                                                 | 30 per cent ad valorem.                                                                                                                 |
| Rate asked herein .....                                         | Valued at 12 cents per pound or less, 6 cents per pound; at more than 12 cents, 50 per cent ad valorem. | Valued at 12 cents per pound or less, 6 cents per pound; at more than 12 cents, 50 per cent ad valorem. | Not finer than 5 lea, 1½ cents per pound; finer than 5 lea, 2½ cents per pound. <i>h</i>                                                |
| Twine (material in third manufactured state):                   |                                                                                                         |                                                                                                         |                                                                                                                                         |
| McKinley tariff .....                                           | 50 per cent ad valorem (in basket clause).                                                              | 50 per cent ad valorem (in basket clause).                                                              | At 5 cents per pound or less, 2 cents per pound; above 5 cents per pound, 40 per cent ad valorem.                                       |
| Wilson tariff .....                                             | 35 per cent ad valorem (in basket clause).                                                              | 35 per cent ad valorem (in basket clause).                                                              | 35 per cent ad valorem.                                                                                                                 |
| Rate asked herein .....                                         | Not finer than 5 lea, 12 cents per pound and ¾ of a cent for each additional lea. <i>i</i>              | Not finer than 5 lea, 12 cents per pound and ¾ of a cent for each additional lea. <i>i</i>              | 40 per cent ad valorem.                                                                                                                 |
| Cloth (material in fourth manufactured state):                  |                                                                                                         |                                                                                                         |                                                                                                                                         |
| McKinley tariff .....                                           | 50 per cent ad valorem.                                                                                 | 50 per cent ad valorem.                                                                                 | Valued at 6 cents per square yard, 1.6 cents per square yard; at more than 6 cents per square yard, 1.8 cents per square yard. <i>b</i> |
| Wilson tariff .....                                             | 35 per cent (in basket clause).                                                                         | 35 per cent (in basket clause).                                                                         | Free.                                                                                                                                   |
| Rate asked herein .....                                         | 50 per cent (in basket clause).                                                                         | 50 per cent (in basket clause).                                                                         | 1 cent per square yard. <i>j</i>                                                                                                        |

*a* About 8 per cent ad valorem.  
*b* About 20 per cent ad valorem.  
*c* About 14 per cent ad valorem.  
*d* About 7 per cent ad valorem.  
*e* About 10 per cent ad valorem.

*f* Average about 60 per cent ad valorem.  
*g* About 60 per cent ad valorem.  
*h* About 50 per cent ad valorem.  
*i* 50 per cent to 65 per cent ad valorem.  
*j* About 33½ per cent ad valorem.

## HARD FIBERS.

|                                                              | Sisal, manila, sunn, New Zealand hemp, and istle or tapico fiber.     |
|--------------------------------------------------------------|-----------------------------------------------------------------------|
| Raw material:                                                |                                                                       |
| McKinley tariff .....                                        | Free.                                                                 |
| Wilson tariff .....                                          | Free.                                                                 |
| Rate asked herein .....                                      | Free.                                                                 |
| Cables, cordage, and twine (material in manufactured state): |                                                                       |
| McKinley tariff .....                                        | 1½ cents per pound; binding twine, 7/10 of 1 cent per pound. <i>a</i> |
| Wilson tariff .....                                          | 10 per cent ad valorem, except on binding twine, which was free.      |
| Rate asked herein .....                                      | 1 cent per pound. <i>b</i>                                            |

*a* 25 per cent ad valorem and about 12 per cent ad valorem on binding twine.  
*b* About 16 per cent ad valorem.



The following table shows the burlaps, bagging, and binding twine imported for the year ending June 30, 1896, which, if imported at the rate of duty proposed by the schedule herein recommended, would produce an additional revenue of \$3,254,114.72. Of course, as these goods are now on the free list under a tariff, there would not be so large an importation, but at the lowest estimate the increased duty would be \$2,500,000.

*Estimated increase of revenue from Schedule J, based on imports for year ending June 30, 1896.*

|                                                                                               |                 |
|-----------------------------------------------------------------------------------------------|-----------------|
| Bagging * for cotton, 1,697,758 square yards, at 1 cent per square yard.                      | \$16, 977. 58   |
| Burlaps (from Calcutta), 83,383,771 square yards, at 2 cents per pound..                      | 833, 837. 71    |
| Burlaps (from Dundee), 145,206,742 square yards, at 2 cents per pound..                       | 1, 452, 067. 42 |
| Bags * made from burlap, 41,455,696 pounds at 2½ cents per pound....                          | 932, 753. 16    |
| Binder twine, * not exceeding 600 feet to the pound, 820,618 pounds, at 1 cent per pound..... | 8, 206. 18      |
| Manila, not exceeding 650 feet to the pound, 1,027,267 pounds, at 1 cent per pound .....      | 10, 272. 67     |

Total increase if imports equal imports of 1896..... 3, 254, 114. 72

It is of the utmost importance that the members of this committee in considering this schedule should bear in mind the difference between the wages paid in countries which compete with us in the manufacture of flax, hemp, and jute. Dollars are paid in the United States where the equivalent of dimes is paid in India, where are located the largest jute mills in the world; quarter dollars in Italy, Hungary, and Russia, where are produced large quantities of hemp, yarns, and twines, and half dollars in other parts of Europe. It is important also to remember that labor cost and existence expenses, which are a large item in the cost of the products of flax, hemp, and jute, are much larger in this country, and therefore a small duty would not equalize the difference between the cost of production in the United States and in foreign countries.

There is one other point that we wish to call to the attention of the committee, and that is that through construction of the law the rate which was intended to be placed on flax, hemp, and jute twines in the two previous tariffs was not collected. And to avoid the repetition of this error, we most respectfully and earnestly request that that part of the schedule which deals with "flax, hemp, and jute twines" be left as we have worded it, whatever the rate of duty imposed.

Under schedule J of the present law the rate on these twines, which are included in paragraph 277, is 35 per cent ad valorem, but paragraph 268 provides that twines made wholly or in part of New Zealand hemp, istle or Tampico fiber, manila, sisal grass, or sunn (all of which are coarse or hard fibers and would never be mixed with the fine or soft fibers, flax, hemp, and jute, except for the purpose of getting the benefit of this lower rate of duty), shall be admitted at 10 per cent ad valorem. We are particularly anxious that the words "in whole or in part," referring to the twines made of hard fibers—that is, of New Zealand hemp, istle or Tampico fiber, manila, sisal grass, or sunn—be left out.

In view of the undervaluations, we have, as far as possible, made the rates specific instead of ad valorem, but have only named the protection which we actually need, not making the figures high with the expectation that they will be cut down. If the reasonable requests which we have made are granted, labor can be fully employed and good wages paid. The results of the present tariff during the past four years have been most disastrous to both employer and employed. If the duty we

\* The imports of these articles will be materially reduced.



ask on burlaps is granted, it will stimulate the manufacturing of this class of goods in this country and the Government will receive a large revenue which it sorely needs.

E. A. HARTSHORN,  
*Chairman Flax, Hemp, and Jute Manufacturers' Meeting.*

**RATES RECOMMENDED BY CHARLES W. HUBBARD, OF THE LUDLOW MANUFACTURING COMPANY, OF BOSTON.**

BOSTON, *December 29, 1896.*

**COMMITTEE ON WAYS AND MEANS:**

We inclose a suggested schedule, giving the rates that we think would be fair and proper and which should give sufficient protection to any well-equipped American mill. These are based on the supposition of free raw material as now existing. If duty be imposed on raw material, then a corresponding increase should be made in the rates of duty on the manufactured article, and in making this increase it should be borne in mind that the manufacturer has to pay duty on a large amount of waste caused in process of manufacture; also that he has to pay interest on duties paid. We would therefore suggest that the compensating duty be made specific and 50 per cent higher than on the raw material.

We give below our suggestions in regard to Schedule J, giving the present tariff, the McKinley tariff, and our suggestions side by side.

|                                                                                                                                           | Present tariff.  | McKinley tariff.        | Should be—                 |
|-------------------------------------------------------------------------------------------------------------------------------------------|------------------|-------------------------|----------------------------|
| Jute yarn .....                                                                                                                           | 35 per cent..... | 35 per cent.....        | 1 cent.                    |
| Bags .....                                                                                                                                | Free .....       | 2 cents.....            | 1 cent.                    |
| Bagging for cotton, valued at less than 6 cents per square yard.                                                                          | Free .....       | 1.6 per square yard ... | 1 cent per running yard.   |
| Bagging for cotton, valued at more than 6 cents per square yard.                                                                          | Free .....       | 1.8 per square yard ... | 1½ cents per running yard. |
| Burlaps (insert bagging clause) ..                                                                                                        | Free .....       | 1½ cents per pound....  | 1 cent per pound.          |
| Cables, cordage, and twine (except binding twine) composed in whole of New Zealand hemp, ixtle, or tampico fiber, manila, or sisal grass. | 10 per cent..... | 1½ cents per pound....  | 1 cent per pound.          |
| Binding twine .....                                                                                                                       | Free .....       | 7/10 cent per pound.... | 5/8 cent per pound.        |
| Yarns or threads composed of flax or hemp, or of a mixture of either of these substances, valued at 13 cents or less.                     | 35 per cent..... | 6 cents per pound....   | 2½ cents per pound.        |
| Valued at over 13 cents .....                                                                                                             | 35 per cent..... | 45 per cent.....        | 3 cents per pound.         |
| All manufactures of flax and hemp not specially provided for.                                                                             | 35 per cent..... | 50 per cent.....        | 2½ cents per pound.        |
| All manufactures of jute not specially provided for.                                                                                      | 35 per cent..... | 2 cents.....            | 1 cent per pound.          |

*Burlaps.*—Under this heading we would suggest insertion of the clause in the McKinley bill “except such as may be suitable for bagging for cotton.”

*Bagging for cotton.*—You will notice our suggestion bases the rate of duty on the running yard. Were the McKinley rate based on the running yard it would be 1.95 per square yard and 2.20 per square yard, or nearly double that suggested by us.

As we confine ourselves to the coarser sizes, the rates we suggest may not do justice to the spinners of the finer grades. We hope you will send us the first rough draft of the schedule, that we may give it careful study.

CHARLES W. HUBBARD,  
*Treasurer Ludlow Manufacturing Company.*



**RATES RECOMMENDED BY THE SMITH & DOVE MANUFACTURING  
COMPANY, OF ANDOVER, MASS.**

JANUARY 8, 1897.

**COMMITTEE ON WAYS AND MEANS:**

Smith, Dove & Co., now known as the Smith & Dove Manufacturing Company, started a mill for the manufacture of linen threads, yarns, and twines at Andover, Mass., in 1835, and have maintained a steadily increasing business in this line at this place since that time. This was the first plant in America to spin flax threads by machinery. We therefore think, that from our long experience, we are in a position to appreciate fully the difficulties in the way of competing with European countries in the manufacture of flax goods without adequate protection.

In considering the various paragraphs of Schedule J and the free list of the tariff bill now in operation, we will touch only upon those that directly affect our own industry.

**FLAX, NOT HACKLED, AND TOW OF FLAX.**

Both of these are now on the free list, under paragraph 497, and we would recommend that these two products remain on the free list, as they do not compete with products grown in the United States. Although much flax is grown in the Northwest, it is raised for the seed, and is therefore unfit for spinning purposes.

**FLAX, HACKLED, KNOWN AS "DRESSED LINE."**

Under paragraph 265 of Schedule J there is a duty on this of  $1\frac{1}{2}$  cents per pound. We would recommend that this duty remain at  $1\frac{1}{2}$  cents per pound. If, however, any change is made in the duty on "dressed line" it should be increased rather than decreased. The flax hackling, or flax dressing, department is the most important, employing the most skilled labor of any department in the flax thread mill. It is here that the quality of each lot of flax is determined, and the final use to which the flax is to be put is decided upon. The men employed here are tradesmen, who have served an apprenticeship of from three to ten years before they become efficient flax dressers and sorters, and, therefore, this is the highest paid department connected with the flax-spinning industry. Every fully equipped mill must have this department in connection with its plant, in order to obtain the best results in manufacturing these goods. The importance of this department from the laborer's standpoint can be better understood by comparison of the relative percentage of wages actually paid by us in our several departments during a full year. Taking the total wages-cost of production in our flax mill for one year, 46.1 per cent was for flax dressing, 18.4 per cent for preparing, 16 per cent for spinning, and 18.5 per cent for twisting; thus it will be seen that nearly one-half of the total labor-cost of production is for flax-dressing, and therefore dressed line is flax goods half manufactured.

There are in the United States several branch establishments of large European manufactories who import their dressed line from the home plants, mainly because the labor in making the dressed line in Europe is less than one-half of the American cost, owing to the difference in wages paid in this department in Europe and the United States.



This difference is greater than  $1\frac{1}{2}$  cents per pound on the dressed line. Any reduction in the present duty would be greatly to the disadvantage of the purely American manufacturers and a corresponding benefit to those doing this important part of the work in Europe. If this duty were so increased as to compel these branch establishments of European houses to do their flax-dressing here, the result would be that they would have to pay out to American labor fully 40 per cent more than at present. One objection raised by these branch establishments against dressing their flax on this side is that they use only the dressed line, and would, therefore, have no market for their tow, but a glance at the importations of flax tow for the past ten years will show that more tow is imported annually by manufacturers like ourselves than these branch establishments could produce were they to hackle their flax on this side.

Paragraph 266. We would recommend that this remain dutiable at 1 cent per pound.

Paragraph 268. As this paragraph now reads in the Wilson bill, there have been importations of flax threads and twines containing only a very small percentage of New Zealand hemp, etc., under a duty of 10 per cent, which should have paid a much higher duty. We would, therefore, recommend that this paragraph be changed to read as follows: "Cables, cordage, and twine composed of New Zealand hemp, istle, Tampico fiber, manila, sisal grass, or sunn, 1 cent per pound."

Paragraph 272. Flax gill netting, nets, webs, and seines should have an additional ad valorem duty of 15 cents beyond the duty recommended for the threads and twines of which they are made, under paragraph 274.

Paragraph 274. Under the ad valorem duty at present applying to this paragraph, we believe that very great frauds were perpetrated by importers by means of undervaluation of invoices, and we would, therefore, recommend that this paragraph be changed to read as follows: "Threads, twines, or cords made from yarn not finer than five lea or number, composed of flax, hemp, or ramie, twelve cents per pound; finer than five lea or number, an additional duty of three-quarters of a cent per pound for every lea, or part of a lea of fineness. Yarn composed of flax, hemp, or ramie valued at twelve cents per pound or less, six cents per pound; valued at more than twelve cents per pound, fifty per centum ad valorem."

Paragraph 277. All manufactures of flax, hemp, jute, or other vegetable fiber, except cotton, or of which these substances, or either of them, is the component material of chief value, not specially provided for in this act, 50 per centum ad valorem.

We believe if our recommendations as noted above meet the approval of your committee, and are embodied in the new tariff bill, the result will be to the advantage of American manufacturers in the flax industry without detriment to consumers of our products in the United States.

#### RATES RECOMMENDED.

Paragraph 497. Flax, not hackled, and tow of flax.

Paragraph 265. Flax, hackled, known as "dressed line,"  $1\frac{1}{2}$  cents per pound.

Paragraph 266. Hemp, hackled, known as "dressed line," 1 cent per pound.

Paragraph 268. Cables, cordage, and twine composed of New Zealand hemp, istle, tampico fibre, manila, sisal grass, or sunn, 1 cent per pound.

Paragraph 272. Flax gill netting, nets, webs, and seines, specific duty as provided in paragraph 274 for the thread contained in the netting, nets, webs, or seines, and in addition thereto 15 per centum ad valorem.

Paragraph 274. Threads, twines, or cords made from yarn not finer than five lea or



number, composed of flax, hemp, or ramie, 12 cents per pound; finer than five lea or number, an additional duty of three-fourths of a cent per pound for every lea, or part of a lea, of fineness. Yarn composed of flax, hemp, or ramie, valued at 12 cents per pound or less, 6 cents per pound; valued at more than 12 cents per pound, 50 per centum ad valorem.

Paragraph 277. All manufactures of flax, hemp, jute, or other vegetable fibre, except cotton, or of which these substances, or either of them, is the component material of chief value, not specially provided for in this act, 50 per centum ad valorem.

SMITH & DOVE MANUFACTURING CO.,  
By J. W. BELL, *Assistant Treasurer.*

## RATES RECOMMENDED BY MARSHALL & CO., OF KEARNY, N. J.

KEARNY, N. J., *January 8, 1897.*

### COMMITTEE ON WAYS AND MEANS:

We would respectfully place before you our ideas on the tariff, taking up the clauses in which we are interested in regular order.

Paragraphs 265 and 266. It is important that these duties should not be reduced, as they are the only protection that a spinner in the United States has to enable him to compete with firms who have mills on both sides of the Atlantic. The wages paid in dressing flax are more than in any other department of a flax mill, and the work is most important, as the sorting is done in the same process and on it depends the regularity of the product. In fact, so vital is this process that were the protection removed it would compel the domestic spinners to transfer this part of their plant abroad.

Paragraph 268. As worded at present, hemp and flax twine with only a small portion (say 10 per cent) of New Zealand hemp, ixtle, tampico fiber, manila, sisal grass, or sunn have been brought in under this clause.

Paragraph 269. The duty on netting which we recommend, 15 per centum more than the duty on the thread of which it is composed, is just sufficient to cover the difference of wages between those paid here and abroad.

Paragraph 274. Our reason for asking a change in this clause is to stop the undervaluations of threads that are constantly going on, which would be entirely prevented by a specific duty. The new duty that we take the liberty of suggesting would be equal, on the general average of threads, to 40 per cent ad valorem.

The finer grades of twine are included with the threads, because it is impossible to draw a distinction, some of the finer twines being actually a high grade of thread.

The reason we ask for this change in the duty on yarns is that their chief cost when made from low-priced flax or tow is in the labor, the material being only a small portion of their cost. In several grades, with the suggested duty, it would be much cheaper to import them than to spin them here.

We are prepared to support the above statements and to show you confidential figures of actual labor costs, etc., whenever desired.

### RATES RECOMMENDED.

Paragraph 265. Flax, hackled, known as "dressed line," one and one-half cents per pound.

Paragraph 266. Hemp, hackled, known as "dressed line," one cent per pound.

Paragraph 267. Yarn made of jute, single, in skeins and in the grey, not finer than five lea (of three hundred yards) or number, one and one-half cents per pound. Jute yarns finer than five lea or number, or if twisted, dyed, or bleached, or in any



way advanced beyond single grey skeins, two and one-half cents per pound. Twines made of jute, forty per centum ad valorem.

Paragraph 268. Cables, cordage, and twine, composed of New Zealand hemp, ixtle, tampico fiber, manila, sisal grass, or sunn, one cent per pound.

Paragraph 269. Hemp and jute carpets and carpetings, six cents per square yard.

Paragraph 272. Flax gill netting, nets, webs, and seines, the specific duty as provided in paragraph 274 for the thread contained in the netting, nets, webs, or seines, and in addition thereto, fifteen per centum ad valorem.

Paragraph 273½. Linen hydraulic hose. This paragraph should be omitted and hose be allowed to go into the "basket clause" at fifty per centum ad valorem.

Paragraph 274. Threads, twines, or cords, made from yarn not finer than five lea (of three hundred yards) or number, composed of flax, hemp, or ramie, twelve cents per pound. Finer than five lea or number, an additional duty of three-quarters of a cent per pound for every lea, or part of a lea of fineness.

Yarns composed of flax, hemp, or ramie, valued at twelve cents per pound or less, six cents per pound; valued at more than twelve cents per pound, fifty per centum ad valorem.

Paragraph 275½. Tapes, etc. There is no need of this clause. The articles named in it should be allowed to go in the "basket clause."

Paragraph 276. Laces, edgings, etc. If the Government desires to increase its revenue, an opportunity is presented to increase duty in this paragraph, which covers many articles of luxury, from fifty to sixty per centum ad valorem.

On bleached shirting linens, counting more than one hundred threads to the square inch, counting both warp and filling, and from thirty-five to thirty-seven inches in width, thirty-five per centum ad valorem.

Paragraph 277. All manufactures of flax, hemp, jute, or other vegetable fiber except cotton, or of which these substances or either of them is the component material of chief value, not specially provided for in this act, fifty per centum ad valorem.

MARSHALL & Co.,  
By R. B. SYMINGTON,  
*Treasurer.*







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SCHEDULE K.

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WOOL, AND MANUFACTURES  
OF WOOL.

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## Schedule K.—WOOL, AND MANUFACTURES OF WOOL.

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### WOOL.

#### STATEMENT OF MR. JOHN G. CLARK, OF WASHINGTON COUNTY, PA., REPRESENTING THE WOOLGROWERS' ASSOCIATION.

WEDNESDAY, *January 6, 1897.*

Mr. CLARK said: Mr. Chairman and gentlemen of the Committee on Ways and Means, we are very thankful for the privilege of coming before you this morning. I might say at the outset that I am one of the delegates from Washington County, Pa., representatives of the County Woolgrowers' Association. Mr. John M. Berry and Mr. John MacDowell are my associates, and we are practical woolgrowers. We come from a woolgrowing center. We have been in the business from our youth, having served an apprenticeship in taking care of our fathers' flocks, and having the care of our own flocks for perhaps forty years or more, and we think we understand the ins and outs of the business pretty well; and I might say further that what we have to say is not only the feeling of our own county, but of western Pennsylvania, and I might include the States of Pennsylvania, Ohio, and West Virginia, the adjoining States, and perhaps the woolgrowing States of the Union, for that matter, as we think the feeling is about one and the same.

The necessity for protective duties on wool is no longer questioned. The experiment of free wool has convinced every one who has given the subject any attention that wool can not be grown in this country in competition with foreign wools. It has brought destruction to a large proportion of our flocks. It has afforded no reasonable returns for time and labor, and in many cases has brought bankruptcy and distress.

The enactment of free wool was a great crime against the woolgrowing part of the community, and has been a great injury to all. It directly reversed the policy under which we had long prospered, and turned the industry into the hands of foreign producers.

Under former tariff rates a very large proportion of our farm lands were devoted to raising sheep and wool. But as one and another abandons the business they engage in growing grain for market, or



producing milk or butter, or anything that will afford a living. The change has only destroyed the prospects of those already engaged in these pursuits. The country is now filled with farm produce of every kind, at prices below the cost of production. We have no profitable use to which we can apply our farm lands, and they have depreciated nearly one-half in value. Give us an opportunity to grow wool again and a large proportion of our lands will be devoted to pasturage, and hay and grain will be consumed on the farms.

Our wool market has never been overstocked. We have never grown but about one-half of the wool necessary to clothe ourselves.

Adequate protection to the woolgrower is the duty of the incoming Administration. The large majority at our late election was a decision in favor of it, and the question now before this committee is, "What shall the rate of duty be?"

We do not ask an extreme measure. We want something that will commend itself when enforced; something that will not only benefit woolgrowers, but will benefit all. We want a rate that will perpetuate the business by giving a living profit to those engaged in it. Anything short of this would fail in its purpose. There is no class of men so well qualified to decide the question as those engaged in the business and have given it their time and attention. The National Woolgrowers' Association, composed of practical men from all over the States, prepared a bill about one year ago which, in their judgment, would be just to all, and would give fair compensation to woolgrowers. At a recent meeting of this association the same bill was indorsed, and we think is generally favored by those interested in woolgrowing. It is presented to this committee, confidently believing it will fully meet with your approval.

It is not an extreme measure, and it is believed to be the very lowest rate that will give encouragement to the industry. It will not be burdensome to any. The amount of wool consumed by each family is so small that a few cents duty per pound can not make dear clothing. We can refer you to the times when we had the highest wool tariff we ever had as the times when the laboring man could secure as much or more woollen cloth, free from shoddy, for each day's labor than in any other period of our history. This was from 1867 to 1883. The duty on wool under the tariff of 1867 was much higher than we are asking now. Under it the industry prospered as it never did before or since. The change to a lower rate in 1883 gave discouragement and reduced our flocks, and yet the tariff of 1883 was but a trifle below what we are asking now. We refer to this as evidence that we are not asking for an extreme measure.

Grant us this bill and we believe this great industry in which all are so much interested will live. The importance of it is above all estimate. The clothing of our people is almost as important as supplying them with food. Why should we send millions of dollars annually abroad for wool, to the benefit of foreign countries, when we have soil and climate and everything favorable, and men willing to work at the lowest living rates in producing it at home?

With proper protection we will soon grow all the wool necessary for our own use. We can grow it in every grade and style, from the coarsest to the finest. American-grown wools are conceded to be the strongest and most elastic, and just suited for good, durable clothing. To produce it at home will give employment to several millions of our citizens that otherwise must crowd other occupations. We look with



intense interest to this Committee on Ways and Means, believing whatever you recommend will be enacted into law by Congress. Many of us are holding our flocks at a present loss awaiting your favorable action. If you turn this great industry over to foreign producers, it will carry with it a further loss of hundreds of millions of dollars. We believe it would be to the interest of all, and would promote general prosperity, if a tariff law were enacted that would gradually give to the woolgrower, and also to the wool manufacturer, the full benefit of our home markets.

There is one expression here that I would qualify just a little: "The duty on wool under the tariff of 1867 was much higher than we are asking now. Under it the industry prospered as it never did before or since. The change to a lower rate in 1883 gave discouragement and reduced our flocks." I suppose I ought to qualify that by saying that the flocks in the Middle States, and perhaps in New England, were decreased, while at the same time the increase rather was west of the Mississippi River. The statistics will show, I believe, that our flock increased somewhat during the tariff of 1883, and the increase, we think we are safe in saying, was west of the Mississippi River, and not east.

Mr. GROSVENOR. Everything was increased west of the Mississippi River?

Mr. CLARK. I think so.

Mr. GROSVENOR. There was a swift growth there?

Mr. CLARK. I think so. I think that was the case.

Mr. WHEELER. I want to ask a question. I see under class 3 in 1893, under the act, 125,000,000 pounds of wool were imported at 32 per cent. Now, of that same class under the act of 1894, the Wilson bill, only 96,000,000 were imported. We have less importations under the free list than we had under the dutiable list of 32 per cent, and I do not understand it.

Mr. CLARK. Well, I have not looked into the matter, but I would answer that in this way, that the general depression of business was such that shippers and importers did not see proper to bring it in.

The CHAIRMAN. You refer to merino wool of class 3, and those are carpet wools, and are very nearly all imported. Classes 1 and 2 are clothing wools.

Mr. CLARK. My understanding of that is that the change from tariff rates to free wool was directly reversing the order of things and disorganized the business of the country generally. And men did not want to import unless they thought there was going to be business carried on in the United States and the people buy; but the people not being in a condition to buy, they did not want to import, and consequently there were less importations.

Mr. GROSVENOR. I would like to ask you to make a little more definite, and put it into a little more certainty, this general statement you made, that if you can have this tariff you suggest we can grow all the wool we need in the United States. That was your statement.

Mr. CLARK. Yes, something equivalent to that; but I do not know I stated this tariff, but I said if we had a proper tariff.

Mr. GROSVENOR. Perhaps so. But it is immaterial for the purpose I want to ask you. What is the amount of the entire product now, say for 1896, of wool in the United States, if you know?

Mr. CLARK. Well, I am not much of a statistician.

Mr. LAWRENCE. 270,000,000 pounds.



Mr. GROSVENOR. Assuming now that it is 270,000,000 pounds, how much of it do we consume?

Mr. LAWRENCE. We consume in all 630,000,000 pounds.

Mr. GROSVENOR. That would leave 350,000,000 we imported. What length of time, in your judgment, would be a satisfactory time required in order to put the country in a condition to produce that amount of wool?

Mr. CLARK. There are others here who can answer that question better than I can.

Mr. LAWRENCE. Four years.

Mr. CLARK. I am a farmer, and give my attention to the farm, chiefly, rather than to statistics.

Mr. GROSVENOR. Assuming that it will take four years, what proposition do you intend to offer between now and four years hence in regard to the supply of wool?

Mr. CLARK. I do not know that I understand your question.

Mr. GROSVENOR. Assuming that we put a tariff now that would be practically or largely prohibitory, and we required 350,000,000 pounds of imported wool in 1897, and that it would take four years to put the country in the matter of flocks in a condition to produce the wool necessary for the country's use, what do you propose for the time between now and then?

Mr. CLARK. Well, I could not make any definite answer in regard to time, but my idea about it would be that in all probability foreign wool would be imported here extensively until we had the tariff regulation, that the country would be so filled with goods, cloth, etc., we could not count on much of anything in a year perhaps.

Mr. GROSVENOR. Very well; that would be one year, and by that time would your flocks begin to increase?

Mr. CLARK. It would just depend upon the faith the growers would have in the stability of the tariff.

Mr. GROSVENOR. Well, the higher the tariff—assuming that it would become what would be called a high tariff—the less certainty of stability, would there not?

Mr. CLARK. Well, I do not know as to that; the highest tariff we ever had continued much the longest. I believe the tariff of 1867 was as high as the tariff of 1842, but I think the history will back me up in it; the tariff of 1842 was quite a high wool tariff and gave great impetus to the business for two or three years.

Mr. DOLLIVER. The tariff of 1842 appears to have been 7 cents?

Mr. CLARK. Well, I am not at all posted on what it was. I was a young man at the time, having charge of my father's flocks, and it was considered a good thing, I know; and the tariff of 1847 brought a loss and depression somewhat similar to free wool, and sheep were almost given away then for a while, and business of the country generally stopped. In our manufacturing city of Pittsburg the mills were all in full blast and many new ones were built after the tariff of 1842, as it gave good protection to iron and steel.

Mr. DOLLIVER. The tariff of 1842 appears to have been 3 cents per pound and 30 per cent ad valorem?

Mr. CLARK. Yes.

Mr. WHEELER. How do you account for the fact that in the tariff of 1846 and 1857 New England was substantially for free wool? The Maine Representatives all voted for it, I believe, except one?

Mr. CLARK. Well, I suppose that was under the influence of the



manufacturers, perhaps. I think they formerly had the impression that free wool would be a benefit. I believe most of them now think that free wool is not beneficial and they would prefer a tariff in order to have the domestic wool. That is my understanding.

Mr. WHEELER. Is it not true in manufacturing that it is absolutely necessary to have foreign wool to mix with the American wool?

Mr. CLARK. The American wool is grown just as fine as the Australian wool or any other wool. The Australian sheep were very largely imported from the United States, according to my understanding, and our country at one time produced but very little wool under 3X, as fine as any Australian wool coming in. Mr. McDowell is a better authority in regard to the amount. How much is it we used to receive? Is Mr. McDowell in the house?

Mr. TAWNEY. Are you a manufacturer?

Mr. CLARK. I am a sheep grower and farmer and live on my farm.

Mr. TAWNEY. And as likely to know as much about it as a manufacturer?

Mr. CLARK. I have lived on a farm all my life and have taken care of sheep from the time I was a boy.

Mr. WHEELER. Is it true now we do not raise the wool of the character which answers all the purposes of the manufacturer?

Mr. CLARK. I might answer in this way: The war brought about a different state of things. Our Washington County wools and Ohio and West Virginia wools, the general characteristic was a Saxony wool, which is very fine and light, making the finest quality of broadcloth and doeskins, and that kind of goods. Now, the war brought about a change there because the heavy, coarse wool would bring \$1 a pound, and it continued up through war times for some years. Then the fashion changed, and coarse goods became fashionable, and people have been asking for and obtaining an increased weight for years, ever since the war, I might say, which is thirty years or more, and the character of the wool now is of a coarser type than it was then, and yet it is as fine as a great many of the samples of Australian wool I have seen. I have never seen it in bulk, but I have seen specimens.

Mr. McMILLIN. Did not sheep husbandry decline under the tariff rate which preceded the McKinley bill? You say in your State it was not what it was twenty or twenty-five years ago under any kind of tariff?

Mr. CLARK. No, it is not; but I would say this in explanation, that Washington County, which was a very central woolgrowing point, numbered sheep by hundreds of thousands at one time——

Mr. McMILLIN. But that fell off before the tariff was reduced, did it not?

Mr. CLARK. I was going to explain that the development of oil and gas right in the center of the county and over a great deal of it caused a great deal of this decline, but it has declined since very materially, tenfold——

Mr. McMILLIN. Did it not decline outside of the oil and gas fields as well?

Mr. CLARK. I am not prepared to say it did; I am not prepared to say that. I hardly think it did except—well, there are several things to be considered. We have had a great many manufacturing plants come in along the Monongahela River, and in the eastern end of the county the sheep husbandry has passed away.



Mr. McMILLIN. Your land has become more valuable for other uses?

Mr. CLARK. No, sir; we have not any use now we can apply it to. We have too much farm produce and no market for it since the sheep have been reduced. That is what I set forth in the paper. I was going to say it is a great coal county, and the sheep industry and the mining industry do not work together. There are too many dogs, you understand.

Mr. McMILLIN. Do you think the tariff will reduce the number; that an increase of rates will reduce the number?

Mr. CLARK. Will reduce what?

Mr. McMILLIN. Reduce the number of dogs; you say there are too many dogs.

Mr. CLARK. That is only in a certain portion along the eastern border, along the Monongahela River. If we had a tariff on which we could live we would see that some dogs did not live, perhaps.

Mr. WHEELER. I will ask one question for information. On page 10, we see "manufactures composed wholly or in part of wool, worsteds, hair of the camel, alpaca, or other animals," and then it goes on to say "of a specific value not exceeding 15 cents per yard," and in 1893 there was imported 14,640,885 yards. Now in 1895 it was very much less, 1,841,000 yards. Now I would like to ask was not that deficiency made up by American manufacturers?

The CHAIRMAN. 1896 is the full year; for 1895 there are only ten months.

Mr. WHEELER. What I referred to is the cheaper goods worn by what is called the common people of the country. And let me ask this question too: Is it not true that giving free wool has gone very far to clothe the laboring people of the country at a very much less cost?

Mr. CLARK. That is a question.

Mr. TAWNEY. Are they clothed with wool or shoddy?

Mr. WHEELER. Under free wool they are clothed with wool and under high tariff they are clothed with shoddy.

Mr. CLARK. I hear laboring men in my community say it is the dearest clothing they ever bought; that it would hardly stand carrying home. It is made of hair and shoddy, with a mixture—

Mr. PAYNE. And the price seems to bear out that statement.

Mr. McMILLIN. Do you think it is more likely to be made of shoddy with free wool than with a highly taxed wool?

Mr. CLARK. With free wool there was introduced some 20,000,000 pounds of foreign shoddy, rags, and waste. The introduction of free wool increased the importation of shoddy and rags to a great extent. I think it was not often that we imported more than a million pounds.

Mr. STEELE. I think the question of the manufactures of wool comes up to-morrow, and these questions could be deferred until then.

Mr. CLARK. Gentlemen, I am very thankful for the hearing you have given me.



STATEMENT OF HON. WILLIAM LAWRENCE, OF BELLEFONTAINE,  
OHIO, PRESIDENT OF THE NATIONAL WOOLGROWERS' ASSOCIA-  
TION.

WEDNESDAY, *January 6, 1897.*

Mr. LAWRENCE said: Mr. Chairman and gentlemen of the Committee on Ways and Means, for your convenience I have prepared in written form the argument which I desire to make in support of a wool-tariff bill which will be submitted to you for your consideration. It will require more than two hours for me to read my entire argument, and at the suggestion of the chairman of the committee I have agreed to condense my remarks, or rather to give the points of my written argument and limit the time to one hour.

The CHAIRMAN. And the whole argument will be printed.

Mr. LAWRENCE. As I understand it.

Mr. TURNER. Do you desire more time?

Mr. LAWRENCE. I would like to have more time, but——

Mr. TURNER. Mr. Chairman, this is an important subject, and I would be glad if the gentleman could be given more time.

The CHAIRMAN. I will state that, by arrangement, there are quite a number of parties to be heard.

Mr. TURNER. This gentleman has been identified with this subject for a long time, and I would like for him to be heard in full.

Mr. LAWRENCE. Gentlemen, I do not assume more wisdom than other people, but for ten years I have devoted a portion of each year to the study of the subject of the wool tariff. I believe that, owing to the investigations I have made, I have something to say which will aid you in your investigation, and if, when this matter shall be printed, those of you who desire to fully investigate the subject will read what I have prepared and refer to the authorities which I have given in my argument, it will aid you very much upon every point which arises in this discussion; but I will proceed now upon the theory I am only to give the points of my argument and limit myself to one hour.

[Mr. Lawrence read extracts from his written statement, which will be found below in full.]

On behalf of the woolgrowers of the United States and by direction of the National Wool Growers' Association, I present to you the draft of a wool tariff bill, in the hope that it may meet your approval, the sanction of Congress and of the incoming President.

It is so moderate in the measure of protective benefit it will give to woolgrowers that we hope it will encounter no opposition from any portion of those engaged in the allied industry of wool manufacturing, at least not from those who on principle believe in the wisdom and justice of the general policy of a protective tariff.

In view of the result of the recent Presidential and Congressional elections, with a popular verdict in favor of the protective policy, we may even hope that those honorable gentlemen who honestly believe in free trade, or a tariff for revenue only, will lend their influence in favor of securing for woolgrowers a measure of protection equal to that which will be accorded to the most favored of other industries.

It was scarcely necessary for the newspapers to publish, as they have done, a reported interview with the honorable chairman of this committee, in which he is represented as saying:

Protection is the great purpose of the bill which will be introduced in the next Congress. Protection to American industries will be the actuating motive in framing



the bill, and that protection which is needed will be given. It matters not whether the duties necessary to give that protection be high or low; that has nothing to do with it. It is protection that we are after.

This meets the wishes of woolgrowers; "It is protection that we are after."

Intelligent men will not be alarmed at figures stating percentages of duty on the value of articles imported. The lower the world's market value of a commodity may be, the greater is the need of an enlarged measure of protection.

The bill we present comes to this committee and to Congress twice indorsed, without a dissenting vote, by the National Wool Growers' Association—once at its session, December, 1895, and then at its session, December, 1896.

It comes indorsed by that large, intelligent, and respectable body, the Farmers' National Congress of the United States, at its session at Indianapolis, November 10-13, 1896, with only two or three dissenting votes; it comes unanimously indorsed by that other intelligent, numerous, and respectable body, the Ohio State Grange of the Patrons of Husbandry, at its session in Bellefontaine, December 10-13, 1896, and it has the general sanction of the woolgrowers of the United States. These indorsements represent men of all political parties; they represent every locality in the United States.

No other industry asking protection comes to Congress with such ample indorsements; no other has behind it such voting power, such unanimity of purpose. It comes with no mere local or sectional indorsement from a selfish few, dominated by greed and disregard of the rights of others, and it hopes to find no such opposition.

#### WOOL DEALERS.

In the effort to secure a fair measure of protection, woolgrowers may hope for the aid of COMMISSION WOOL MERCHANTS who are not importers. Woolgrowers and wool merchants have interests in common; their respective pursuits are based on the same industry, and hence they should be allies.

If the time required to present the claims of woolgrowers seems long, it may be justified by the fact that sheep husbandry in its relation to the tariff, and protective benefits, is more complex, requires more research, and is more difficult to explain and be understood than any other item in the whole dutiable list.

I have spent much time in each of more than ten years in somewhat diligent study and research on the subject, and I may hope to aid you in some measure in reaching just conclusions.

With these preliminary remarks, some of the considerations will now be presented on which woolgrowers ask for the passage of this bill. Some of these will be found in Senate Document No. 17, of the present session of Congress, and especially in Chapter VII, pages 117-132.

#### I. AMERICAN WOOLGROWERS CAN SOON SUPPLY ALL NEEDED WOOLS.

1. *How much is needed.*—The people of the United States under normal conditions need for consumption annually about 9 pounds of raw wool per capita, or 630,000,000 pounds, which would require for its production about 110,000,000 sheep. (Senate Document No. 17, Fifty-fourth Congress, second session, 1896, pp. 29, 113, 153.)

2. *Capacity to produce wools.*—This country has an abundance of soils, climates, vast areas of lands adapted to pasturage, the production of hay



and other winter feed, and people skilled in sheep husbandry sufficient in numbers, to produce all wools of every variety to supply all American needs and vastly more. (Senate Document No. 17, Fifty-fourth Congress, second session, 1896, pp. 28.)

At one time there were some persons who doubted whether it would be practicable or, at least, desirable to supply all needed so-called carpet wools, but this is no longer a debatable question. With an adequate number of sheep, including those of the mutton breeds, and the coarse "common" sheep, the supply of carpet wools would be more than abundant. The belly, neck and "breech" wools of the mutton breeds—at least one-tenth of each fleece—would more than fill the place of Donskoi and other foreign so-called carpet wools, which with the coarse fleeces of abundant flocks, would leave no need of imports from any country. (Senate Document No. 17, Fifty-fourth Congress, second session, 1896, pp. 28, 29, 120.)

3. *Number of sheep.*—There are in this country now not the 110,000,000 sheep needed, but at most only 36,464,405, producing 272,674,708 pounds of raw wool, or 115,284,579 scoured pounds.—(Senate Doc. No. 17, December, 1896, p. p. 29, 103, 150, 164, 177.)

Thus the deficiency in number of sheep is 73,535,595 and in annual wool product 357,525,292 pounds.

## II. WHY WE DO NOT HAVE SUFFICIENT SHEEP.

1. *Inadequate protection.*—Why this deficiency, is an inquiry not difficult to answer.

William F. Switzler, the Democratic Chief of the Bureau of Statistics in the Treasury Department, in his Special Report on Wool and Manufactures in 1887, shows that *without an adequately protective tariff* woolgrowers in the United States can not compete with those in Australasia, Argentina, and South Africa, having the advantages of cheaper pasturage, milder climate, requiring little or no winter feeding, and cheaper labor.

Since the act of 1867 we have never had an adequate sufficient protective tariff. My friend Mr. Theodore Justice, who sits before me, has rendered great services to the wool industry, but he is now, I am sorry to say, not entirely in line with us. He has demonstrated if the act of 1867 had continued in force, long before this we would have had all the sheep required to produce all the wool needed in this country.

Mr. McMILLIN. If it will not interrupt you—

Mr. LAWRENCE. Let me suggest, would it be entirely satisfactory to let me go through and then answer any questions which may be asked?

Mr. McMILLIN. As you prefer. My only reason for it was that it had been indicated you were only to have one hour and you were going to cut your remarks, and therefore it would be impossible to give any additional time for questions.

The CHAIRMAN. There will be a time for questions.

Mr. LAWRENCE. And I will be glad to answer any questions, but I would suggest that you let me get through with my line of argument.

He says, meaning, of course, without a protective tariff:

It is idle to talk about raising sheep in Europe or this country to compete with South Africa, the Platte country, or Australasia. (Page XLVI.)

He says in these countries "laborers are at best semibarbarians or peons," and that woolgrowers there have "immense plains of cheap lands and torrid climate." And he adds that—

In Australia the plains devoted to sheep raising are in the hands of comparatively a few who have perpetual leases of immense tracts of Government lands at low rates.



The rates are even less than the taxes in some of our States. (Senate Mis. Doc. 35, Fifty-third Congress, second session, January, 1894, pp. 36, 68, 98, 246.)

### III. SHEEP IN THE WORLD.

1. *Statistics.*—Statistics show that the total numbers of sheep in the world, so far as reported, are 532,239,165, and of these there are sheep located as follows: (Senate Document No. 17, 1896, p. 161.)

|                     |               |
|---------------------|---------------|
| Australasia .....   | 121, 165, 477 |
| Africa .....        | 34, 994, 957  |
| South America ..... | 89, 360, 010  |
| Asia .....          | 59, 379, 232  |

Of South American sheep Argentina has 70,453,665 and Uruguay 12,249,787. The sheep in China are not included in any statistics, but their number is understood to be very large.

2. *Two considerations.*—There are *two* considerations in this connection very important to be kept in mind:

(1) That the deficiency of wool in the United States can be chiefly supplied either from South America, especially including Argentina, or from Australasia. We are not limited to one source of supply; we can choose either, as our interests may require.

(2) While there is a deficiency in the wool supply produced in the United States, there is an *overproduction* in the world's supply, which has reduced the world's prices so low as to require enlarged protection, especially since 1890. Thus

Messrs. Helmuth, Schwartze & Co., of London, in their March, 1896, circular, show that the world's supply of wool from 1891 to 1895 had increased from 2,121,000,000 pounds to 2,342,000,000 pounds, an increase in the world's supply in four years of 221,000,000 pounds. The effect of this enormous increase in the supply upon European markets was to depress the foreign price of wool from £13 1s. 2d. per bale in 1891, to only £11 per bale in 1895, a decline of over 18 per cent. This was in consequence of the fact that there was then 221,000,000 pounds more wool in the world than the woollen machinery of the world could consume. (Senate Document No. 17, 1895, pp. 31-51, 101; Senate Document No. 17, 1896, p. 153; Bulletin of the National Association of Wool Manufacturers, June, 1895.)

And the secretary of the National Association of Wool Manufacturers says:

The development of wool-growing in the countries of the Southern Hemisphere has been enormous. The opening up of new countries in the East by improved transportation facilities has superimposed upon this increasing production millions of pounds of raw material not formerly available. (Bulletin of the Association, September, 1896.)

### IV. HOW SOON CAN AMERICAN WOOLGROWERS SUPPLY ALL NEEDED WOOLS?

1. *In Four Years.*—Of our American sheep, it is safe to estimate that there are 20,000,000 breeding ewes. With these, it is quite certain that the increase by geometrical progression, can and, under "the most ample protection," WILL reach the number of sheep required to supply all American needs in four years from the time when such protection will be fully operative, by relief from excessive imports of wool and woollen manufactures under the free wool act of 1894.

2. *Mexican breeding ewes.*—If paragraph 15 of the woolgrowers proposed tariff bill should be agreed to, admitting free of duty for two years Mexican breeding ewes, the requisite number can be reached in less than four years. Statistics of sheep in Mexico are not attainable, but the number is large—chiefly the native Mexican carpet wool sheep.



(Senate Document No. 17, Fifty-fourth Congress, first session, December, 1895, p. 77; Senate Document No. 17, Fifty-fourth Congress, second session, December, 1896, p. 35, and see p. 114.)

#### V. AMERICAN WOOLGROWERS PRODUCE THE BEST WOOLS IN THE WORLD.

The estimate of wool consumption in the United States includes wool imported in the form of worsted and woolen manufactures. (Senate Document No. 17, Fifty-fourth Congress, second session, December, 1896, pp. 29, 113, 114, 153, 154.)

But "the most ample protection" contemplates a time soon to arrive when the allied industries of woolgrowing and wool manufacturing will supply substantially ALL needed woolen and worsted manufactures and the wool required for the purpose.

It has been shown that American woolgrowers produce THE BEST WOOLS GROWN IN THE WORLD, and as we excel in all we undertake, we will produce the coarsest and worst that can be desired by carpet manufacturers. (Senate Mis. Doc. No. 35, Fifty-third Congress, second session, pp. 149, 156, 249; U. S. Senate Mis. Doc. No. 77, Fifty-third Congress, second session, pp. 24, 64; Senate Mis. Doc. No. 124, Fifty-third Congress, second session, p. 99.)

At the exposition in Australia some years ago Ohio wools took the first premium, and Ohio and States similarly situated to-day grow wool with the best fiber in the world.

#### VI. AMERICAN WOOL MANUFACTURERS CAN MAKE ALL NEEDED MANUFACTURES AS GOOD AS ANY MADE IN EUROPE.

1. *Evidence of this.*—It is also proved that American wool manufacturers are able to make every kind of grade of woolen goods, at least just as good as are made in Europe. (Senate Mis. Doc. No. 35, Fifty-third Congress, second session, January, 1894, p. 67; Senate Mis. Doc. No. 77, Fifty-third Congress, second session, p. 24. Tariff Hearings before House Committee on Ways and Means, Fifty-third Congress, September 12, 1893, p. 984. Boston Bulletin of the National Association of Wool Manufacturers, December, 1893, p. 278; Swetzler's United States Treasury Department Wool Report, 1887, p. xxxvi; Special Report on history and condition of Sheep Husbandry of the United States Department of Agriculture, 1892, p. 240.)

And the secretary of the National Association of Wool Manufacturers says (September, 1896, Bulletin):

We have in this country enough woolen machinery to manufacture ALL the woolen goods our people can consume. But we have no use for it under the present tariff.

#### VII. EASTERN MANUFACTURERS SHOULD AID IN GIVING TO WOOL THE MOST AMPLE PROTECTION.

1. *Why.*—As population and demand increase, wool manufacturing will increase, and *with adequate wool protection* the Eastern States will retain and enlarge their manufacturing capacity so as substantially to continue them as the great American manufacturing States.

2. *Western wool manufacturing.*—*With inadequate protection for sheep husbandry, wool manufacturing will be driven into the interior of the country—driven to enable the wool industry to live—barely live, to a limited extent—for some kinds of wool, by the advantage of being near the*



*source of supply.* The mutual interests of all sections will thus be promoted by "the most ample protection for wool." Aside from the advantage to the Eastern States of retaining their manufacturing supremacy, it is a fact also that manufactures prospered most when sheep husbandry was protected most.

3. *The protective policy can not be maintained without the aid of wool-growers.*—There are other considerations which appeal to wool manufacturers, especially those in the East—political considerations—considerations of public policy—of sound political economy.

4. *Woolgrowers elected McKinley.*—It has been demonstrated that the election of William McKinley was saved by the votes of (1) Democratic farmers who favor *protection for wool*, and (2) by Republicans who would have voted for Bryan and free silver but for the fact that they deemed the promised "most ample protection for wool" more important than free silver. The protective policy can not be safe unless the free-silver woolgrowers who voted for McKinley now receive that promised "most ample protection for wool" which will place their industry upon a footing upon which it can survive. We must have the most ample protection or two years hence we will have a free-silver Congress and four years hence will have what is worse, a free-silver Congress and President, both.

5. *The gold premium and protection.*—Thus, an eminent Republican wool merchant, Theodore Justice, of Philadelphia, in a letter of November 9, 1896, forcibly and correctly said:

The woolgrowers were tempted by the proposition that Bryan's election meant a premium of 50 per cent or more upon gold, *which would be equivalent to that much tariff protection*, as the duties as well as the cost of importing wool would be payable in gold, but they never forgot that Bryan voted for the Wilson bill which destroyed one-third of this great industry and closed one-half of the American woolen mills, and thus destroyed, to this extent, the only market the American woolgrowers ever had for their wool.

On the other hand, McKinley favored not only protection for wool, but under the McKinley law the factories were running night and day; *and enough woolgrowers in these States, with free-silver leanings, voted for McKinley in their struggle for life to elect him, and his election was due to the McKinley protection which woolgrowers in those close States believe in.*

He refers to the six States carried for McKinley by meager majorities. (See Senate Document No. 17, December, 1896, chapter 3, and pp. 30, 70, 79, 85, 94, 115, 179.)

6. *Bimetallism and wool protection.*—Even free traders, who deem international bimetallism of more importance than free trade, are interested in according to woolgrowers *all the reasonably fair legislation they ask.* And those who believe protection essential to the prosperity of American industries *can not afford to put this policy in peril by any* halfway measure of protection for sheep husbandry. These are questions which rise above party politics; they are questions which command the attention and respect of statesmen and political economists.

7. *Do not drive woolgrowers away from a protective tariff.*—If woolgrowers are denied "the most ample protection," they will, I fear, be driven to inquire whether free silver, with a gold-premium protection of 50 per cent, is not more desirable than inadequate protection, which is practically but little if any better than free wool. They have already seen Mexico under free silver importing our wools into that country. (Senate Document No. 17, 1896, pp. 130, 150.)

As an advocate of "sound money"—the money of international bimetallism—I may fear results, and even *predict* the danger of their coming when I may desire to avert them.



VIII. HOW "THE MOST AMPLE PROTECTION" FOR THE ALLIED INDUSTRIES OF SHEEP HUSBANDRY AND WOOL MANUFACTURING WILL PROMOTE THE PROSPERITY OF THE WHOLE COUNTRY.

1. *Imports of wool and manufactures, 1895-96.*—The imports of wool and wool manufactures for the fiscal years 1895 and 1896 were as follows:

*Total imports of wool for twelve months ending June 30.*

| Year.     | Quantity.      | Value.         |
|-----------|----------------|----------------|
|           | <i>Pounds.</i> |                |
| 1895..... | 191, 326, 243  | \$23, 996, 224 |
| 1896..... | 230, 811, 473  | 32, 451, 242   |

Increase 39,485,230 pounds, or 20 $\frac{3}{4}$  per cent, over 1895.

*Total imports of manufactures of wool for twelve months ending June 30.*

|           |                |
|-----------|----------------|
| 1895..... | \$36, 542, 396 |
| 1896..... | 53, 494, 193   |

Increase \$16,951,797, or 46 $\frac{1}{2}$  per cent, over 1895.

These values, especially of wool manufactures, are (1) underestimates to evade the *ad valorem* duties, and (2) are, of course, below the American value. The real American value of imported wool manufactures for 1896 was all of \$70,000,000. The value of wool imports, as stated, was \$32,451,242. Here, then, are products of agriculture and of labor over \$100,000,000 in one year transferred from American woolgrowers, American manufacturers, and American industry to alien hands, while our own citizens were absolutely idle, unemployed in sufficient numbers to have furnished all American needs. And all this was lost to our own people not merely (1) by the Wilson-Gorman tariff Act of 1894, but (2) in large part by the ruinously low-wool tariff of the act of March 3, 1883, and (3) defects in the McKinley Act of October 1, 1890, for all which Republicans were responsible.

2. *All needed should be produced here.*—The aim of "the most ample protection" is, and its effect would speedily be, to give not one American dollar, either of gold or of silver, to any foreign country for any pound of wool or woollen manufactures, but to bring the era of industrial independence for all these products. Give the woolgrowers their just demands and this golden age will speedily dawn. Then woolgrowers and other farmers, and by the "interdependence of all industries," those engaged in all productive pursuits, will be able to enlarge the market for manufactured woollen and other products, and an era of prosperity will come—

To scatter plenty o'er a smiling land.

IX. REASONS PECULIAR TO SHEEP HUSBANDRY WHICH GIVE IT ESPECIAL CLAIMS TO PROTECTION.

There are some reasons applicable to sheep husbandry in favor of "the most ample protection" which do not apply to any other industry. Three of these will be named:

1. *It is the only absolutely national industry.*

It is adapted to every State and Territory, and to nearly every county in all. Every citizen must have food and clothing, and it furnishes the materials for both. (Senate Mis. Doc. No. 35, Fifty-third Congress, second session, January, 1894, pp. 7, 111.)



Its blessings reach every locality, all classes of people; they follow the tide of population and the advance of our civilization, wherever new habitations are made to share the benefactions of republican institutions.

2. It is almost the *only industry* which has been denied adequate protection when the policy of protection had the support of the executive and legislative branches of the Government.

(1) The wool tariff act of March 2, 1867, enacted with the general sanction of wool manufacturers, was ample for *conditions then existing*. Under it the prices of wool were fairly remunerative. Sheep increased from 28,477,951 in 1870, producing 100,102,387 pounds of wool, to 50,626,626 in 1884, producing 308,000,000 pounds. In four years, from January, 1880, to January, 1884, sheep increased in number 24 per cent.

2. Under it wool manufacturers prospered as never before, because prosperity for the wool industry gave a capacity to buy their products.

(2) In the midst of prosperity, the wool industry in the house of its professed friends received a cruel, unjust, unnecessary, ruinous blow in the reduced wool tariff of March 3, 1883. Under it sheep declined in number from 50,626,626 in 1884, with a wool clip of 308,000,000 pounds, to only 43,431,136 in 1891, producing 285,000,000 pounds.

(3) Then came the McKinley Act of October 1, 1890, moderately protective as it came from the hands of its author, but (1) by the introduction of the so-called "skirting clause," and (2) *ad valorem* duties on third-class wools, and in part (3) by conditions arising after its passage—the decline in the world's prices of wools—it became ineffectual to afford adequate protection. Under it wool prices went down and down until they would no longer repay the cost of production; and even in Texas, where the expenses of caring for sheep were less than in most States, sheep declined in numbers and value. (As to Texas, see Senate Document No. 17, 1895, pp. 181, 209–211; as to wool prices, see Senate Document No. 17, pp. 25, 134–142, 164, and appendix hereto.)

3. *Ruinous effects of the act of 1894.*—Then came the last, most fearful, and destructive blow ever aimed at the wool industry—the free-wool Wilson act of August 27, 1894.

The able secretary of the National Wool Manufacturers' Association has said that the number of sheep in 1893—47,223,000—

have been decreasing at the rate of 3,000,000 annually under free wool, and their number had receded on April 1, 1896, to 36,464,405, with an average value of \$1.70 a head. The loss in number is more than 10,000,000 in three years and in value over \$60,000,000. \* \* \*

The clip of the present year, according to the annual estimates of the National Association, will not exceed 270,000,000 pounds, and the average farm value *will not exceed 8 cents a pound*, reducing the total value to \$20,800,000—a loss of 60 per cent.

The average decline in the whole group [of wool prices] is 42 per cent.

*No other commodity, raw or manufactured, has suffered a decline in value which approximates this.*

The following table shows the effect of the free-wool act of August 27, 1894, resulting in a loss to flock owners of \$178,793,121, with items thus:

| Year.       | Number of sheep. | Value.        | Loss on value of sheep. | Number pounds wool. | Farm value.* | Loss on wool. |
|-------------|------------------|---------------|-------------------------|---------------------|--------------|---------------|
| 1892.....   | 44,938,365       | \$116,121,270 | .....                   | 333,018,405         | \$47,185,283 | .....         |
| 1893.....   | 47,273,553       | 125,909,264   | .....                   | 348,538,138         | 23,164,040   | \$24,021,243  |
| 1894.....   | 45,048,017       | 89,186,110    | \$36,723,154            | 325,210,712         | 22,122,528   | 25,062,755    |
| 1895.....   | 42,294,064       | 66,685,767    | 22,500,343              | 294,296,726         | 23,543,738   | 23,641,545    |
| 1896.....   | 36,464,405       | 61,989,488    | 4,696,279               | 270,474,708         | 20,800,000   | 26,385,283    |
| Total ..... | .....            | .....         | 63,919,776              | .....               | .....        | 99,110,826    |



And this only measures a *part* of the ruin inflicted on woolgrowers. (Senate Document No. 17, 1896, p. 177.)

Mr. TURNER. That is during the period of the operation of the Wilson Act alone?

Mr. LAWRENCE. Yes, sir; alone. There has never been such a cruel blow inflicted upon any industry in the American Republic from its foundation up to this time.

Mr. JOHNSON. Does that include the annual loss on the wool?

Mr. LAWRENCE. Yes; it includes all.

Mr. TAWNEY. Notwithstanding we are importing at the rate of 400,000 sheep a year?

Mr. LAWRENCE. Yes; under the low duties of the Wilson bill we are bringing from Canada mutton sheep when we ought to be growing them here. We are importing meat we ought to produce here, and when we import their sheep, we are importing hay, corn, and oats that make them. I am not discussing the wisdom of a protective tariff; I am assuming in view of the recent election that is settled.

Even President Cleveland, an advocate of free wool, was so shocked with the odious discriminations in favor of some industries and against woolgrowers by the Wilson bill of 1894 that he refused to give it the approval of his signature, and in his letter of July 2, 1894, he said of it:

It may well excite our wonder that Democrats are willing to depart from this, the most Democratic of all tariff principles, and that the inconsistent absurdity of such a proposed departure should be emphasized by the suggestion that the wool of the farmers be put on the free list and the protection of tariff taxation be placed around iron ore and coal of corporations and capitalists. How can we face the people after indulging in such outrageous discriminations and violations of principles?

From the low wool act of 1883 to 1894 sheep husbandry was discriminated against, inadequately protected, mistreated—I will not say maltreated—in the house of its professed friends, most of whom, of course, did what they honestly believed right, but erred under a misapprehension of the effect of the low duties which became law by their sanction.

And this at least should now be a *reason* for the *most careful investigation*.

And surely, in view of all these and other considerations, woolgrowers may justly ask "INDEMNITY FOR THE PAST AND SECURITY FOR THE FUTURE," and that, too, in a measure *so full* as to inspire confidence that they will be safe from the attacks of open enemies or the stabs of professed friends, even acting honestly but with erring judgment.

We can now look back and see what has been lost by inadequate protection.

4. *If the act of 1867 had been continued we would now have all needed sheep.*—It has been demonstrated that if the act of 1867 had been continued in force, with improvements to meet changed conditions, we would now have 110,000,000 sheep, producing all needed wools. (Senate Document No. 17, Dec., 1896, pp. 24, 29.)

5. *No combination possible to make extortionate prices for American wool.*—The wool industry, unlike some others, has never been, and never can be, made to extort exorbitant prices by the aid of domestic combinations or trusts. It has never been, and from its nature never can be, listed in commercial exchanges for speculation or "dealing in futures"—a species of gambling which has never added odium to sheep husbandry. (Senate Document No. 17, December, 1896, p. 140.)

6. *This may be by importers under free wool.*—With free wool and the consequent destruction of our wool industry, then foreign wools could be bought up by importers in immense quantities and made the subject



of speculation and extortionate prices. Ample wool production here will prevent that, and with flocks mostly small in numbers, scattered among a million woolgrowers, prices will always be regulated by supply and demand based on the world's prices plus the *protective benefit* of a tariff.

7. Finally, no one article of imports affords such opportunities for fraud upon a tariff law, and there is none as to which such enormous frauds have been perpetrated.

#### X. THE PUBLIC FAITH PLEDGED FOR WOOL PROTECTION.

Added to the reasons in favor of "the most ample protection" for wool is one common to this and other industries—the solemn pledge of the National Republican Convention of 1896, indorsed by the American voters in November, 1896.

The Republican national platform for 1896 says:

To all our products—to those of the mine and fields, as well as the shop and factory—to hemp, to WOOL, the product of the great industry of sheep husbandry, as well as to the finished woolens of the mills—we promise the most ample protection.

This promise is as sacred as that written in every unsullied bond ever issued by the Government of the United States. The repudiation of the promise to woolgrowers would be as dishonorable and dishonest as would be the repudiation of our national promise to pay.

#### XI. THE WISDOM OF THE PROTECTIVE POLICY FOR WOOL.

I will not discuss the wisdom of the policy of wool protection. This has been done in more than a thousand pages printed by order of the Senate in the last three years in documents, the titles of which are familiar to all: Senate Mis. Docs. Nos. 35, 77, and 124 of the second session of the Fifty-third Congress, 1894; Senate Document No. 17, 1895; Senate Document No. 17, 1896.

The policy was settled when the solemn, sacred pledge for "the most ample protection" was made.

#### XII. M'KINLEY ON WOOL PROTECTION.

I will read in this connection two sentences from the speech of William McKinley, May 7, 1890, in the House of Representatives, which did much to give him the nomination as a candidate for the Presidency:

If there is one industry which appeals with more force than another for defensive duties it is this (wool industry), and to no class of our citizens should this House more cheerfully render legislative assistance, where it can be properly done, than to the million farmers who own sheep in the United States. We can not afford as a nation to permit this industry to be longer crippled. (Speech of McKinley on the tariff, May 7, 1890, House of Representatives.)

In view of what has been said, I assume that woolgrowers will be accorded the "most ample protection."

#### XIII. WHAT IS THE MOST AMPLE PROTECTION?

We now approach the question: "What is the most ample protection for the wool industry?" It is not difficult to define. It can be given only by such *protective duties* as will secure the most ample *protective benefits*.

*Two results.*—It is that protection which will bring TWO RESULTS:

(1) Secure to American woolgrowers the most ample prices for their wools, and



(2) Whenever they are able to supply all needed for American consumption, then such duties as will exclude the import of ALL foreign wools so long as American wools command no more than the most ample prices to reward capital invested and services rendered in wool production.

#### XIV. CONSIDERATIONS IN DECIDING ON A PROPER MEASURE OF PROTECTIVE DUTIES.

In determining what is a proper rate of duty several considerations arise as to (1) *competing wools* in (2) their relation to American wools:

I. The grade or class of wools.

II. Their (1) natural condition as shorn, with (2) any added value as by "skirting." (Senate Document No. 17, December, 1896.)

III. Their shrinkage in scouring. (Senate Document No. 17, December, 1895, pp. 27, 32, 36, 40, 50, 53, 63, 64, 72, 122, 127, 129, 155.)

IV. The cost of reaching the ultimate market. (See Senate Mis. Doc. No. 35, Fifty-third Congress, second session, January, 1894, pp. 30, 66, 79, 80, 98, 214, 249, 251, 253, 271, 273, 329; Senate Document No. 17, Fifty-fourth Congress, first session, December, 1895, pp. 51-54, 70, 175.)

V. The price at the ultimate market.

VI. The farm or ranch value; that is, the price at the most convenient local market.

VII. The "protective benefit" of tariff rates as distinguished from the *nominal* rates. (See Senate Document No. 17, December, 1895, p. 52; Senate Document No. 17, December, 1896, pp. 24, 29, 108-111.)

Australasian merino, as now imported, has three advantages over the average of American merino; that is:

1. Less shrinkage, increasing its market value.

2. The "skirting," adding to its value in two respects, (1) importing only the best part of the fleece, and (2) saving the cost of sorting.

3. Cheaper freights in reaching our ultimate market.

THESE ADVANTAGES REDUCE THE "PROTECTIVE BENEFIT" OF A TARIFF.—To the extent which these advantages give Australasian merino a *greater market value* in our manufacturing cities than the average of American merino, the protective benefit of protective tariff rates are reduced.

In the matter of shrinkage, Australasian merino has an advantage over the average merino of all other countries.

These advantages and their effect on the protective benefit of tariff rates will now be considered.

And then the *results* will be given in a table, with *figures* to show how they in large measure take away the protective benefit of the nominal tariff rates.

#### THE DIFFERENCE BETWEEN "PROTECTIVE DUTIES" FOR WOOL AND "PROTECTIVE BENEFITS."

Many intelligent people—even great statesmen—who have not carefully studied the difficult and complicated questions growing out of the wool industry and protective duties applicable thereto suppose that a *tariff of 12 cents a pound on wool* necessarily means a *protective benefit to our woolgrowers of 12 cents a pound*. This would *generally* be so as to the AVERAGE OF OUR WOOLS, if a tariff bill be properly framed and guarded so as "to equalize conditions." This would be so if all



imported wools were of the same (1) grade, and (2) condition, and (3) of the same degree of shrinkage in scouring, and hence of the same intrinsic value as our wools of the same class to be protected, and (4) if all were equally accessible to the ultimate market. Thus, suppose all foreign merino fleeces to be of the same *grade, condition, and shrinkage* as the AVERAGE of our domestic merino, a duty of 12 cents a pound would give an average protective benefit of 12 cents if all could reach the ultimate market at equal cost. But in so far as the foreign merino wool of any one country is (1) of better *grade*, (2) *condition*, or (3) *lighter shrinkage* than the AVERAGE of our domestic merino, and will consequently demand in our markets more price per pound than the average of our merino, the EXCESS of price will be so much subtracted from the *nominal tariff*, and will leave a "*protective benefit*" of only the tariff rate *less* the enhanced higher value per pound in our markets of the foreign wool.

Thus if the duty on merino wools be 12 cents per pound, and if the choicest varieties of similar wools imported will command in our markets 5 cents per pound more than the AVERAGE of our merino, the PROTECTIVE BENEFIT to our woolgrowers will only be 7 cents per pound.

While the Australasian merino wool fiber is not equal in strength with that of the American merino fiber produced east of the Mississippi River, yet it is equally salable, and is of so much lighter shrinkage in scouring that in its UNWASHED condition, as heretofore imported, it will command in our markets from 5 to 7 cents per pound more than our average WASHED merino, and hence as against such Australasian merino a tariff of 12 cents will give the American woolgrower a protective benefit of only from 5 to 7 cents per pound.

I repeat, Australian merino unwashed, as heretofore imported, will sell from 5 to 7 cents a pound more than our Ohio washed merino, because of the less shrinkage of the foreign wool and because of the value which is added to it in the skirting, and because of the special demand of a soft wool of that particular luster, which, however, adds nothing to its utility, but, nevertheless, subtracts from the protective benefit of the wool tariff, leaving the protective benefit of a tariff of 12 cents at less than 7 cents in competition with skirted Australian unwashed merino. Manger & Avery, prominent wool importers of this country, have demonstrated that a tariff of 11 cents a pound, under the McKinley act, which was intended to give 11 cents benefit to the price of our woolgrowers on unwashed wool, and 22 cents on washed, and 33 cents on scoured, in its practical operation only gave the Ohio and similar wools—and when I say Ohio I mean Pennsylvania and all that country east of the Mississippi River—it only gave a protective benefit of 6 cents a pound on washed wool. That wool is the wool which injures the merino woolgrowers most. I have cited here eleven authorities of what I say.

Mr. TURNER. What are the character of those authorities—just indicate them?

Mr. LAWRENCE. I will do so.

The evidence of this is abundant:

1. Senate Document No. 17, Dec., 1896, William H. B. Thornton, pages 66, 72.
2. Senate Document No. 17, Theodore Justice, pages 33, 63.
3. Senate Document No. 17, Manger & Avery, pages 63, 64.
4. The Boston Wool and Cotton Reporter, same document, page 41.
5. Wool Circular, Justice, Bateman & Co., page 41.
6. Governor Rich, of Michigan, page 41.
7. And see pages 40, 41, 42, 63, 64, 66, 71, 72, 123, 126; Senate Document No. 17, 1895, INTRODUCTION II, and pages 48, 54.



8 Senate Document No. 35, Fifty-third Congress, second session, January, 1894, page 322.

9. Evidence of the secretary of the National Association of Wool Manufacturers, Senate Document No. 17, December, 1895, page 54.

10. The evidence of the market quotations of wools.

Thus the Boston Commercial Bulletin of December 26, 1896, gives Boston prices as follows:

## DOMESTIC WOOLS.

| Ohio and Pennsylvania:                             | Cents.                             | California (scoured basis)—Continued. | Cents. |
|----------------------------------------------------|------------------------------------|---------------------------------------|--------|
| XXX .....                                          | 22                                 | Southern, 12 months .....             | 30@31  |
| XX and above .....                                 | 19 @20                             | Southern, 6 to 8 months .....         | 29@30  |
| X .....                                            | 18                                 | Fall, free .....                      | 26     |
| No. 1 .....                                        | 20                                 | Fall, defective .....                 | 23@25  |
| No. 2 .....                                        | 20                                 | Oregon (scoured basis):               |        |
| Fine unwashed .....                                | 13 @14                             | Eastern, No. 1 .....                  | 32@35  |
| Unmerchantable .....                               | 15 @16                             | Eastern, No. 2 .....                  | 30@33  |
| Ohio combing:                                      |                                    | Valley, No. 1 .....                   | 32@33  |
| No. 1, $\frac{3}{8}$ and $\frac{1}{2}$ blood ..... | 22                                 | Valley, No. 2 .....                   | 30@32  |
| No. 2, $\frac{1}{4}$ blood .....                   | 22                                 | Valley, No. 3 .....                   | 26@28  |
| Ohio delaine .....                                 | 20                                 | Territory staple (scoured basis):     |        |
| Michigan:                                          |                                    | Fine .....                            | 35@37  |
| X and above .....                                  | 16 $\frac{1}{2}$ @17               | Fine medium .....                     | 34@35  |
| No. 1 .....                                        | 19 @20                             | Medium .....                          | 33@34  |
| No. 2 .....                                        | 19 @20                             | Territory ordinary (scoured basis):   |        |
| Fine unwashed .....                                | 12 $\frac{1}{2}$ @13               | Fine .....                            | 32@33  |
| Unmerchantable .....                               | 13 @14                             | Fine medium .....                     | 31@32  |
| Michigan combing:                                  |                                    | Medium .....                          | 30     |
| No. 1, $\frac{3}{8}$ and $\frac{1}{2}$ blood ..... | 21                                 | Colorado and New Mexico:              |        |
| No. 2, $\frac{1}{4}$ blood .....                   | 21                                 | Improved .....                        | 12@14  |
| Michigan delaine .....                             | 19                                 | Coarse and carpet .....               | 10@12  |
| Kentucky, Indiana, and Missouri:                   |                                    | Georgia and Southern .....            | 16@17  |
| Combing, $\frac{3}{8}$ blood .....                 | 16 $\frac{1}{2}$ @17 $\frac{1}{2}$ | Pulled wools (scoured basis):         |        |
| Clothing, $\frac{3}{8}$ blood .....                | 16 $\frac{1}{2}$ @17               | Fine A .....                          | 33@34  |
| Clothing, $\frac{1}{4}$ blood .....                | 16 $\frac{1}{2}$ @17               | A supers .....                        | 30@32  |
| Clothing, coarse .....                             | 16 @16 $\frac{1}{2}$               | B supers .....                        | 26@28  |
| Texas (scoured basis):                             |                                    | C supers .....                        | 23@25  |
| Spring, fine, 12 months .....                      | 33 @34                             | Fine combing .....                    | 31@32  |
| Spring, fine, 6 to 8 months .....                  | 32 @33                             | Combing .....                         | 29@30  |
| Spring, medium, 12 months .....                    | 30 @31                             | California, finest .....              | 32@33  |
| Spring, medium, 6 to 8 months .....                | 29 @30                             | California, second .....              | 30@31  |
| Fall, fine .....                                   | 27 @28                             | Western, extra .....                  | 30@32  |
| California (scoured basis):                        |                                    | Western, super .....                  | 26@28  |
| Spring, Northern, free, 8 and 12 months .....      | 32 @33                             | Western, low .....                    | 21@23  |
| Spring, Northern, free, 6 to 8 months .....        | 30 @32                             |                                       |        |

## FOREIGN WOOLS.

*Clothing and combing.*

|                             | Cents. |                        | Cents.               |
|-----------------------------|--------|------------------------|----------------------|
| Australian:                 |        | Secunda .....          | 13 $\frac{1}{2}$ @14 |
| Port Phillip combing .....  | 22@28  | Canadian combing ..... | 26@27                |
| Port Phillip clothing ..... | 20@24  | English and Irish:     |                      |
| Adelaide combing .....      | 19@20  | Irish hogs .....       | 24                   |
| New Zealand clothing .....  | 20@24  | Irish wethers .....    | 25                   |
| Fine crossbred .....        | 22@24  | Shropshire hogs .....  | 25@26                |
| Cape clothing .....         | 11@14  | Shropshire tegs .....  | 24@25                |
| Cape combing .....          | 15@16  | Sussex tegs .....      | 26@27                |
| Mont. primera .....         | 15@16  |                        |                      |

*Carpet wools.*

|                             |                      |                          |                     |
|-----------------------------|----------------------|--------------------------|---------------------|
| Aleppo .....                | 9 $\frac{1}{2}$ @10  | Georgian B. O. ....      | 12@13               |
| Angora .....                | 10@11                | Georgian B .....         | 10@11               |
| Bagdad, black .....         | 14@15                | Georgian B. S. ....      | 9@10                |
| Bagdad, fawns .....         | 15@16                | Kandahar .....           | 18@19               |
| Bagdad, whites .....        | 16@17                | Karadi, choice .....     | 14@16               |
| Bokhara, colors .....       | 10@11                | Karadi, ordinary .....   | 13@14               |
| Bokhara, white .....        | 12@12 $\frac{1}{2}$  | Joria and Vicaneer ..... | 18@20               |
| Camel's hair, Russian ..... | 10 $\frac{1}{2}$ @11 | Khorassan, colors .....  | 12@13               |
| China, ordinary .....       | 7@10                 | Khorassan, white .....   | 15@16               |
| China, combing .....        | 10@13                | Mohair, Turkish .....    | 33@34               |
| Cordova .....               | 12@12 $\frac{1}{2}$  | Mossul, washed .....     | 15@16               |
| Donskoi, autumns .....      | 11 $\frac{1}{2}$ @12 | Mossul, unwashed .....   | 11                  |
| Donskoi, combing .....      | 17@19                | Oporto .....             | 19                  |
| Donskoi, colors .....       | 11@15                | Salonica .....           | 12@13               |
| Donskoi, lambs .....        | 13                   | Scotch .....             | 12@12 $\frac{1}{2}$ |
| East India filling:         |                      | Valparaiso .....         | 10@11               |
| Choice .....                | 10@11                |                          |                     |
| Low .....                   | 9                    |                          |                     |



Ohio and Pennsylvania X WASHED merino is quoted 18 cents, which is about the AVERAGE of all American merino. But Port Phillip (Australasian) UNWASHED merino, which is the standard of comparison for competing with Ohio and Pennsylvania washed, is quoted 20 and 24.

This is under *free wool*, when there is no motive to import the cheapest Australasian; but under a protective tariff only the *lightest* and *best* would be imported; so that it is manifest that Australasian UNWASHED merino would command in our markets as now imported ALL of 6 cents per pound more than Ohio and Pennsylvania WASHED, and all of 8 cents per pound more than Texas and other merino west of the Mississippi River.

Thus the "protective benefits" of tariff would be reduced by just these amounts *as against competing Australasian* wools.

11. Another evidence is found in the special consular report on Australasian sheep and wool to the State Department in 1892, hereafter quoted.

THE LIGHT SHRINKAGE A PECULIARITY OF AUSTRALASIAN MERINO—  
INJUSTICE TO ARGENTINA.

This *light shrinkage* of Australasian merino is peculiar to *that wool*—unlike the average merino of any other country, certainly unlike the Argentine merino.

The tariff act of 1883, with a duty of only 10 cents per pound on unwashed merino, effectually excluded South American wools under conditions existing in 1888 and since that. (Senate Mis. Doc. No. 35, Fifty-third Congress, second session, p. 285.)

Now, the effect of this peculiarity in the Australian merino—that is, it has less shrinkage than any other merino wool in the world—was that under the Wilson bill we imported last year 71,000,000 pounds of this Australian wool, and only 14,000,000 pounds were imported from South America. It was because the South American wool, like the Ohio wool and all our American wools, will shrink sixty-six and two-thirds per cent in the scouring. The result is by letting in this Australian wool unwashed, shrinking less than the American washed, that amount of merino shuts out substantially all merino wools from other countries. Here is what our American consul at Buenos Ayres said.

The American consul at Buenos Ayres, in his report to the State Department of December 13, 1888, says:

"The shipments of wools to the United States were exclusively of the long carpet wools from Cordova, it being the only class that it is possible to send to our (United States) market, under our tariff, at a profit. Our tariff, so far as the clothing (merino) and finer qualities are concerned, is prohibitive. While those from Australia can come in, those from the Argentine Republic, owing to the greater amount of grease and dirt which they contain, are quite excluded. The amount of dirt and grease in the (unwashed) wools of the Argentine Republic reaches to more than 70 per cent, while the (unwashed) wools of Australia and New Zealand only have about 50 per cent. In other words, while the average yield of Argentine wools scoured is only 30 per cent, that of the other countries named is 50 per cent."

As between the South American wools and the Australian, the McKinley Act of October 1, 1890, excluded those from Argentina.

The result of that is we have shut out from our markets South American wool when our interest is to try and secure reciprocal treaties with South America which we can not hope for in Australia.



Mr. GROSVENOR. To interrupt you right there, what produces that condition?

Mr. LAWRENCE. It is the climate. Australasia has a dry climate, and the sheep are changed in their condition by climate very much. The native Mexican sheep, that produce wool almost as coarse as dog's hair, and which will only produce about a pound and a half of wool, are sheep which are descended from the Spanish merino brought into that country by Columbus and——

Mr. GROSVENOR. They are greasy from living among greasers?

Mr. LAWRENCE. The Australian sheep are American sheep; but the effect of the climate is to produce a light, soft, lustrous wool that will not shrink as much unwashed in scouring as our American merino will when washed. It is climatic, but it is disastrous to us.

Mr. JOHNSON. Is it not also a fact there is an entirely different method in putting up the wool in Australia than in South America in the matter of skirting?

Mr. LAWRENCE. Yes, sir; there is a different method of putting up the two; but you take the naked fleece unwashed and it will shrink less than our Ohio washed put up in the same manner.

The secretary of the National Association of Wool Manufacturers, in an article January, 1895, published in the bulletin of the association for June of that year, said:

The wools grown in these sections of the far West [in the United States] being of *heavy shrinkage* have never until now [under free wool] encountered foreign competition, because under the specific tariff wools shrinking over 60 per cent could not be imported.

In the fiscal year 1892 our imports of Argentina merino were only 262,380 pounds, but from Australasia were 15,296,946 pounds, and even under free wool in the fiscal year 1896 the imports of wools from Australasia were 71,627,131 pounds, and from Argentina only 15,523,911. (Senate Document No. 17, December, 1896, page 155.)

#### THE SHRINKAGE OF WOOLS IN SCOURING.

MERINO.—It has been shown that Australasian merino UNWASHED shrinks only 50 per cent, while Argentina shrinks 70. Pennsylvania, Ohio, and similar *unwashed* merino shrinks 66 per cent, and wools west of the Mississippi from 66 to 70 per cent, and occasionally even more. (Senate Document No. 17, December, 1895, pp. 9, 48-54, 145; Senate Document No. 17, December, 1896, pp. 147, 149.)

The shrinkage as given in the statistical abstracts of the United States do not represent the entire shrinkage:

1. Because the percentages are applied to the entire wools of each State, the merino with its heavy shrinkage, and the wools of the mutton breeds with their lighter shrinkage; and

2. They include wools as marketed "washed and unwashed," and in the States east of the Mississippi a considerable portion is marketed, being first washed on the sheep's back. (Senate Document No. 17, Dec., 1896, pp. 147-150.)

It may be said in general terms that the unwashed merino wools of the world—by far the largest part of all produced—will shrink 66 per cent in scouring, while Australasian unwashed, unskirted, will shrink only 50 per cent or less.

In other words, it requires generally 3 pounds of unwashed merino to make 1 scoured pound.

If this Australian merino wool be imported UNSKIRTED it will still shrink only about 50 per cent.



It follows from what has been said that the quotations of prices give unwashed at only one-third of the price of scoured. (Senate Document No. 17, December, 1896, pp. 134-136.)

And hence it is, also, that the tariff acts of 1867, 1883, and 1890 all impose a single duty on unwashed, double on washed, and treble on scoured.

#### SHRINKAGE OF THE WOOLS OF THE MUTTON BREEDS.

The wools of the mutton breeds, unwashed, shrink in scouring only about 30 per cent, especially such as will be imported under a tariff. (Senate Document No. 17, December, 1895, p. 50.)

CARPET WOOLS—improperly so called—unwashed, yield from 60 to 70 per cent of scoured, especially the light, open classes which will be imported under a protective tariff. (Senate Document No. 17, December, 1895, p. 50.)

Ohio and similar WASHED merino wools shrink in scouring about 55 per cent on an average.

#### XV. INJUSTICE AND IMPOLICY OF GIVING AUSTRALASIAN MERINO AN ADVANTAGE OVER THAT OF SOUTH AMERICA.

The enormous *injustice* of giving Australasian merino the almost *exclusive* privilege of supplying our imports of merino wool is only equaled by its *want of sound American policy*.

These are considerations deserving attention in framing a wool-tariff bill. (Senate Document No. 17 (1896), pp. 33, 40, 72, 122, 127; Senate Document No. 17 (December, 1895), p. 58.)

We can not hope to export much of our products to Australasia, a British dependency. When we will in the future buy Australasian wool it must be paid for chiefly in American gold. Australia will only buy from us what she can not buy in England, and she will buy from us all such articles as she can not buy in England whether we buy her wool or not. But we can enlarge our trade with South America, and especially with Argentina.

In the fiscal year 1896 our trade with South America was as follows:

|              |                 |
|--------------|-----------------|
| Imports..... | \$108, 873, 240 |
| Exports..... | 36, 296, 984    |

Of these the trade with Argentina was—

|              |               |
|--------------|---------------|
| Imports..... | \$4, 456, 163 |
| Exports..... | 5, 979, 047   |

An eminent statesman, Hon. Warner Miller, said in November, 1894:

Mexico, the West Indies, and Central and South America have a population of nearly 70,000,000 and a trade of over \$1,000,000,000. Nature has made possible the most profitable trade between North and South America. The raw products of the two hemispheres are dissimilar, North America producing materials belonging to the temperate zone, while Mexico, Central and South America, and the West Indies produce everything found in the Tropics. Exchange between such countries is a necessity for both. Manufactures thrive only in the northern latitudes; nature seems to have set the limits on the development of the great industries and confined them to the temperate zone. We require of our southern neighbors all their raw products, such as sugar, coffee, hides, hemp, dyewoods, mahogany, etc. They need many of our food products and all our manufactures. Why should we not control this vast trade, both to their and our profit? (Senate Document No. 17 (December, 1895), p. 58; Senate Document No. 17 (December, 1896), p. 127.)

Yet we have permitted Great Britain to monopolize the great bulk of South American trade, because we bought wool of Australasia, and



refused to make our wool tariff command the South American wool. We may soon hope for commercial treaties—reciprocity treaties—which will change all this, but we can not do so unless we make our wool tariff in a form to buy South American wool and refuse to buy Australasian. It will be good policy to transfer our wool purchases in large parts from Australasia to South America.

#### FREE WOOL TO MANUFACTURE GOODS FOR EXPORT.

Our policy has been under tariff legislation to permit even wool to be imported free for the purpose of manufacturing goods for export. It was so in the McKinley Act of 1890. Woolgrowers ask only for the home market for manufactures required by our own people. Our wool manufacturers should now unite with woolgrowers in securing South American trade.

#### WHY AUSTRALIAN UNWASHED MERINO SHOULD BE CLASSED IN A TARIFF LAW AS WASHED.

I come now to the tariff bill which we have prepared to present to this committee for their approval. The new wool tariff bill asks for the woolgrowers that the Australian unwashed merino by reason of its light shrinkage shall be deemed as washed. The object of that is simply to put it on an equal footing with our wools and the wools of the rest of the world.

The CHAIRMAN. Is that 24 cents duty you ask to be put on Australian wool?

Mr. LAWRENCE. We ask 12 cents duty on all merino wools, estimating that they will shrink 66 per cent in scouring, and in order to place Australian wool upon an equal footing with South American, we ask that that wool shall be deemed as washed wool. That would make it 24 cents per pound duty on Australian wool; but I wish to call attention to one thing.

The McKinley Act placed 11 cents on unwashed merino, 22 cents per pound on all washed, including, of course, South American wool, which will shrink more than Australian unwashed wool, and is of less value than the Australian. The act of 1883 placed 10 cents a pound on unwashed merino and 20 cents a pound on washed, including South American wool, which is inferior to Australian, so that although the duty we ask is 24 cents on Australian, yet it is then even in better condition to secure our market than wools of South America and all other countries of the world.

#### THE "SKIRTING CLAUSE" IN THE ACT OF 1890.

Another object; we drop out of our bill the "skirting clause." There is a gentleman who will speak to you upon skirting as depriving our citizens of the privilege of sorting. We ask it because it takes away the benefit of the protective tariff. Skirting as now practiced consists in taking off of the fleece, not merely the belly and breech wool as originally, but in order to let in Australian wool and defeat the protective benefit of our tariff, the skirting is carried on to such an extent that the imported part of the fleece only includes about half a fleece. Consul-General Wallace, consul-general at Melbourne, in his report made a diagram of the skirting process, and that is the little part that is imported (see illustration). Now the effect of that is to add to the value of the imported part because (1) it saves the cost of sorting, (2) it leaves for import to us the best, lightest, and most valuable part of the fleece.



## XVI. THE WOOLGROWERS' TARIFF BILL ON LIGHT SHRINKAGE OF WOOLS IN SCOURING.

1. *The woolgrowers' bill on shrinkage of merino.*—In view of these considerations, the wool tariff bill asked for by the woolgrowers provides:

Sixth. Unwashed wools shall be considered such as shall have been shorn from the sheep without any cleansing—that is, in their natural condition. Washed wools shall be considered such as have been washed with cold water on the sheep's back, and *Australasian wools, and wools of similar light shrinkage in scouring, having any admixture of merino blood, as shorn from the sheep's back without washing, shall be deemed washed wool.* Wool washed or cleansed in any other manner than on the sheep's back, as aforesaid, shall be considered as scoured wool.

And all wools having less than twelve per centum of grease, yolk, dirt, or other foreign matter shall be deemed scoured, and wools having any admixture of merino blood, immediate or remote, and having less than 60 per centum of grease, yolk, dirt, or other foreign matter, shall be deemed washed, and all other wools having less than 25 per centum of grease, yolk, dirt, or other foreign matter shall be deemed washed. (Senate Document No 17, December, 1896, pp. 122, 127, 184.)

The wool tariff act of 1883 imposed 20 cents per pound, and the McKinley Act of 1890 IMPOSED 22 CENTS PER POUND ON ARGENTINE AND CAPE AND OTHER WASHED MERINO WOOLS OF LESS VALUE. Why should not Australasian UNWASHED merino, shrinking less than Argentine WASHED, be required to pay as much duty as the latter? Why permit Australasia to have an unfair advantage over our sister republics on this continent?

2. *Shrinkage of other wools.*—The provision requiring “wools having less than 25 per cent of grease” to be deemed washed is justified fully, because—

(1) As the *lightest* wools will be imported, 1 pound of such will yield as much clean wool as 2 pounds of average merino, with which it competes and which it supplants.

(2) This is necessary to encourage the raising of American mutton sheep to give cheaper meat food, especially to our great manufacturing cities. This is for *the benefit of manufacturers.*

3. This is necessary to encourage the raising in Texas and elsewhere of the native Mexican carpet wool sheep; also to give (1) cheap coarse wool and cheap good mutton, all in the interest of manufacturers. This provision is necessary to avoid a discrimination against merino wools. All should be on an equal footing.

## XVII. WHAT IS WOOL SORTING?—ITS COST.

In order to understand the full effect of “skirting” in reducing the protective benefit of a tariff, it must be understood that each fleece contains about six or more varieties of wool, each adapted to the manufacture of a different class of goods. These varieties are separated or “sorted” by wool sorters of a high degree of skill. This sorting is an expensive process. Theodore Justice, in a letter December 2, 1896, said:

The charge for sorting and scouring Ohio merino wool is 1 cent per pound in the grease, adding 2 cents per scoured pound; cost on wool shrinking, 50 per cent, and more than this on territory wools [the whole Rocky Mountain region], which shrink more. (And see Senate Document No. 17, December, 1896, pp. 41, 42, 129.)

## XVIII. THE “SKIRTING CLAUSE” IN THE TARIFF ACT AN ADVANTAGE TO FOREIGN WOOLS OVER AMERICAN.

*The advantages stated.*—The tariff act of October 1, 1890, contained a provision that—

383. The duty upon wool of the sheep or hair of the camel, goat, llama, alpaca, and other like animals, which shall be imported in any other than ordinary condition,

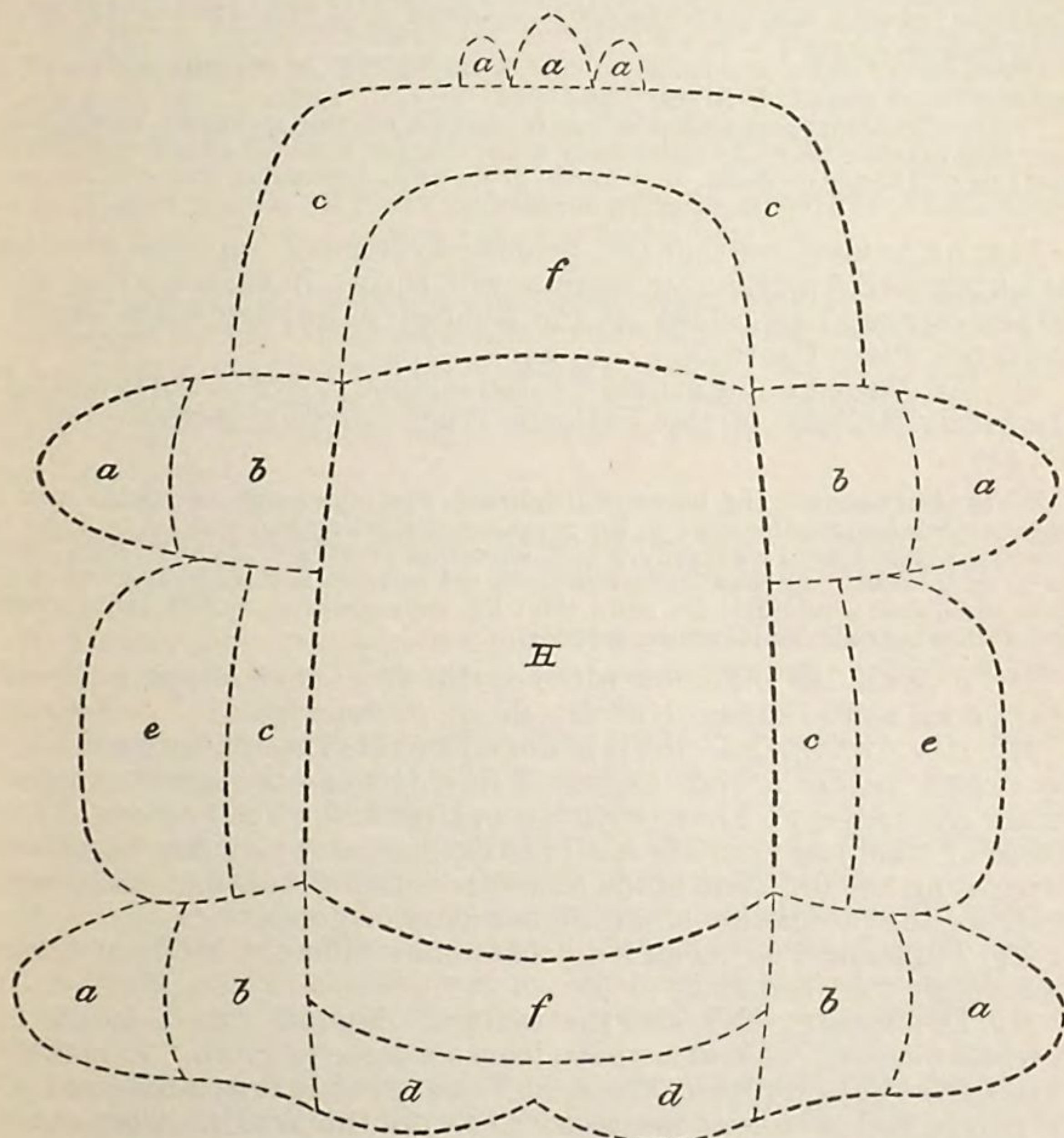


or which shall be changed in its character or condition for the purpose of evading the duty, or which shall be reduced in value by the admixture of dirt or any other foreign substance, or which has been sorted or increased in value by the rejection of any part of the original fleece, shall be twice the duty to which it would otherwise be subject: *Provided, That skirted wools as now imported are hereby excepted.*

This latter proviso is known as the "skirting clause," finally incorporated in the bill against the wishes of woolgrowers.

Skirting as practiced to evade the duty consists in cutting out of the center of the fleece the choicest, lightest, most valuable part, equal to about one-half the fleece. Hon. George H. Wallace, United States consul-general to Melbourne, in his special consular report to the State Department on Australasian sheep and wool, August 5, 1892, gives a diagram of the Australasia fleece showing the extent of the skirting, as follows:

*An Australian sorted fleece.*



*a* Third pieces.  
*b* Second pieces.  
*c* First pieces (necks and skirts).  
*d* Stained pieces.

*e* Bellies  
*f* Broken fleece.  
*H* Fleece.

And he says, page 24:

The greatest factor in determining the value per pound of a fleece of wool is the per cent of shrinkage or loss it will sustain in being scoured, and it was found the larger part of this loss was sustained from the extremities or rim of the fleece; so the skirting, which originally consisted in removing *only the stained portions*, was ENLARGED



and a portion was removed from the legs and a strip around the whole outside of the fleece, which was called "pieces."

There was also another reason for this *increased* skirting in the trefoil bur, which was introduced from South America. This spread over many of the runs, and being a low-growing plant, became attached to the fleece when the sheep lay down. The presence of this bur decreased the value of the wool in which it was found 2d. (4 cents) per pound, and the practice grew into always removing burry portions. As this practice was extended to a greater or less degree, there was obtained a third "sort" of wool for market. But the spirit of rivalry among both breeders and woolgrowers brought about a still greater amount of "skirting," and the neck being slightly coarser wool was torn from the fleece and added to the pieces. The odds and ends and sweepings were sacked separately and called "locks." The custom of the Melbourne market in 1860 was to put up the entire clip from any one station and sell as one lot, including all fleeces, lambs, pieces, and locks. The price at which it sold was so much per pound for the fleeces and lambs' wool, two-thirds of such price for the pieces, and one-half of the same for the locks.

All wool at this time was washed on the sheep's back. To-day at shearing the sorter is often a highly paid man, who has been educated in a mill in England, is an adept in (1) classifying, (2) sorting, and (3) judging wool. His skill is such that the fleece after passing through his hands, is, as stated in the *Manufacturer*, published in Philadelphia, January 2, 1892:

"so well *skirted* on the station as to need NO SORTING at the mill, and the shrinkage is reduced from 48 to 52 per cent."

\* \* \* In the market of Melbourne it has been the rule of buyers for the American mills to refuse all wools which show a shrinkage of much, if any, over 52 per cent, and this action has no doubt had much to do with continuing and even increasing the amount of skirting and sorting done.

It is quite manifest that the general average of imported unwashed and unskirted Australasian merino will shrink in scouring only about 50 per cent, and especially as the lightest shrinkage wools would be imported under the tariff.

Mr. Wallace, in his article of the January, 1897, number of the *Quarterly Bulletin of the National Wool Growers' Association*, page 18, says:

It has been asserted, and never contradicted, that unwashed Australian wool has been imported so manipulated in the processes of skirting and sorting, or, as our law expressed it, "skirted wool as now and heretofore practiced," as to be clean enough to go on the cards without any washing—wool without any shrinkage. It is true that such wool would sell for more than the average price, but it is the average price we must consider as the competitor.

Mr. EVANS. Do you know whether this process of clipping is part of work done at the shearing of the sheep, or done later?

Mr. LAWRENCE. No, sir; it is done by skilled men afterwards—done by expert men of a high degree of intelligence—because it requires a first-class judge to know what to cut off and what to leave. Every fleece of wool has from six to eight varieties, and "sorting" consists in separating the different kinds of wool of each fleece, and each part is used for the production of a different class of goods.

Mr. TURNER. You mean it is that many different kinds of texture, not simply the condition?

Mr. LAWRENCE. Yes, sir; the texture. Manufacturers do not take a whole fleece of wool and weave it into a piece of cloth. It is divided into six or eight different kinds, and each kind makes a different kind of goods, and sorting is necessary to secure this result. This skirting process is practically sorting. I want the American sorters to have a share of this business.

#### THREE RESULTS OF SKIRTING.

Thus the process of skirting has three results:

(1) It adds to the value of the imported wool by securing the most valuable part of the fleece.



(2) It saves the cost of sorting.

(3) It adds to its value by removing burrs, and thus gives it an advantage over South American wools and our American wools.

(4) It has another advantage over other merino. Fashion has made a demand for wools of a soft, lustrous fiber, which is supplied by Australasian merino, adding to its *selling* price but not its utility or intrinsic value.

The added value to each pound of the imported part, with the fashion demand for *this* kind of wool, without reference to the added value by reduced shrinkage, will evidently be from 2 to 4 cents per pound, and just to this extent in competition with American merino of the same shrinkage it *reduces the protective benefit* of a tariff. And this reduction applies to all the merino wools of the world. If *fashion* requires a form of goods merely for the peculiarity of its style and not for its real utility, and which demands foreign rather than American wool—a mere luxury—political economy requires that those who indulge in it should pay a luxurious tariff for the privilege. But our woolgrowers' bill is so moderate in its demands that it asks no increase of tariff by reason of the fashion luxury, but only such tariff as is absolutely necessary to give fair protection to our American wool industry.

#### XIX. THE SKIRTING IN PART DEFEATS THE PROTECTIVE PURPOSE OF OUR WOOL TARIFF ACTS.

It is quite evident that the effect of the skirting clause was not fully understood by the Congress which enacted the wool tariff of 1890.

1. *The law is stated.*—The McKinley Act of October 1, 1890, was INTENDED to give a PROTECTIVE benefit of 11 cents per pound on the greasy [unwashed] merino wools of the United States. This is readily proven:

The acts of 1867, of 1883, and of 1890 are all substantially in the *same form* as to merino wools—clothing or class 1 wools—except as to the *amount* of the duty. The *intention*, then, is to be gathered from the act of 1867.

1. *Its intention* was to give a protective benefit of the full amount of the duty specified on unwashed merino, *double* on washed, *treble* on scoured.

At *that* time American woolgrowing was chiefly east of the Missouri River. (Senate Mis. Doc. No. 124, second session Fifty-third Congress, p. 107.) The general shrinkage of *all* our merino wools was an average of 66 $\frac{2}{3}$  per cent in scouring. (See Senate Doc. No. 17, Fifty-fourth Congress, first session, December, 1895, p. 50, and pp. 9, 54.)

The *light shrinkage* of Australian merino was then almost unknown in our markets. The total wool product in Australia in 1870 was only 179,459,780 pounds, chiefly used in European factories. (Senate Doc. No. 124, p. 53.) The process of "skirting" wool for export was then unknown.

It was in view of *these conditions* that the act of 1867 was passed. Its *purpose* was carried into the acts of 1883 and 1890, but the unfortunate "skirting clause," for the first time found in the act of 1890, largely defeated that purpose.

2. As to the merino wools of the world generally, and especially the unskirted South American merino, shrinking 66 $\frac{2}{3}$  per cent in scouring, the nominal duty of 11 cents per pound in the act of 1890 on unwashed merino was the *real protective duty* in practical operation. This is proved by evidence of the American consul at Buenos Ayres, etc., found in



Senate Document No. 17, Fifty-fourth Congress, first session, December, 1895, pages 54 and 59.

It is thus certain that the REAL INTENTION of Congress in the act of 1890 was defeated in its protective benefit by (1) "loop holes," the effect of which was not understood, and (2) by the light shrinkage of Australian wools, not then understood by Congress.

2. *The remedy by the woolgrowers' bill.*—In view of all these considerations the wool tariff bill now asked for, proposes to *omit* the skirting clause, and contains a provision as follows:

Seventh. The duty upon wool of the sheep or hair of the camel, goat, llama, alpaca, and other like animals, which shall be imported in any other than ordinary condition, or which shall be changed in its character or condition for the purpose of evading the duty, or which has been skirted, sorted, or otherwise increased in value by the rejection of any part of the original fleece or otherwise, shall be twice the duty to which it would be otherwise subject.

If any bale or package of wool or hair specified in this act, imported as of any specified class, or claimed by the importer to be dutiable as of any specified class, shall contain any wool or hair subject to a higher rate of duty than the class so specified, the whole bale or package shall be subject to the highest rate of duty chargeable on wool or hair of the class subject to such higher rate of duty, and if any bale or package be claimed by the importer to be shoddy, mungo, flocks, wool, hair, or other material of any class specified in this act, and such bale contain any admixture of any one or more of said materials, or of any other material, the whole bale or package shall be subject to duty at the highest rate imposed upon any article in said bale or package.

This is substantially in the form of the act of 1890, (1) omitting the skirting clause, and (2) omitting the clause relating to wool "reduced in value by the admixture of dirt or any other foreign substance," which was inserted in view of *ad valorem* duties.

3. *Misleading legislation.*—Unless (1) the "skirting clause" be omitted and (2) Australasian merino be deemed washed a statutory promise of a duty of 12 cents per pound for the benefit of American woolgrowers, as generally understood, with a protective benefit of that rate, is misleading and deceptive. It will be a legislative misrepresentation.

#### XX. ANOTHER REASON FOR OMITTING THE SKIRTING CLAUSE—GIVE EMPLOYMENT TO AMERICAN WOOL SORTERS.

1. *Two objects of a protective tariff.*—A protective tariff has two great objects—(1) to secure employment for labor and (2) fair wages.

2. *Foreign skirting transfers these advantages to foreigners.*—It may be assumed that the scouring and sorting of wool is worth 1 cent per pound. (Senate Doc. No. 17, December, 1896, pp. 40–42, 129, 155.) The wool imports from Australasia alone in the fiscal year 1896 were 71,627,131 pounds, which would give for sorting and scouring to American labor \$716,271.

Under a tariff law with a skirting clause more than a million dollars annually would be paid, chiefly in American gold, to alien hands, all of which should go to American wage earners. This would give employment to 2,500 American citizens, with wages \$400 annually to each for the service; and in the near future, with our wool industry fully developed, the number of wool sorters required would reach more than 5,000, with wages more than \$2,000,000 annually, and representing a population of 25,000 in numbers. The "sorting" alone of wool will cost an average of about 75 cents per 100 pounds. As American citizens the interests of wool sorters should be heeded, and in doing so Congress will benefit other industrial producers needing employment.



3. *A Philadelphia wool sorter*.—And here a Philadelphia wool sorter—Mr. John Ridgeway—comes to our relief, in a communication to the Philadelphia Ledger, who says:

Judge Lawrence is justified in objecting to the skirting clause.

He adds:

How does this skirted wool affect the workingman who is a wool sorter? In this wise: Before skirted Australian was known I was paid \$1 per 100 pounds for sorting Australian fleece. I have known men refuse and leave a shop rather than sort it for 90 cents, and yet in this same wool room during this Administration I have seen a laborer and boy, whose combined pay was \$2.08 per day, put down to the wool washer from five to seven thousand pounds of this skirted wool in a day. This same wool is used by many manufacturers as a sorted wool. It takes the place of sorted wool. Therefore, if the manufacturers want their wool sorted in Australia I think in justice to the wool sorters, who are far more numerous than manufacturers and dealers combined, that they ought to be willing to pay for it in the shape of extra duty on skirted Australian. (Senate Document No. 17, December, 1896, pp. 40, 42, 129, 155.)

American wage earners have some rights that Congress will respect, and it is hoped that wool manufacturers will also respect.

4. *Statesmanship on this subject*.—Under existing conditions—the Wilson tariff act—a mighty host of American citizens, anxious to earn their bread by honest toil, are idle and unemployed. With our ever-increasing urban population and numbers of wage earners, the Government can not afford to take from any of them the means of employment. Monarchies employ standing armies for the double purpose of (1) removing discontent from the unemployed and (2) of suppressing disorder and violence from those who receive meager and inadequate wages.

The policy of a republic is to secure employment for all with just compensation, thus to enlarge the capacity for creating wealth and removing all cause for disorder or violence. This policy is now invoked in favor of the wool sorters of the United States.

#### XXI. NO DIFFICULTY IN PROCURING WOOL IMPORTS WITH THE SORTING CLAUSE OMITTED.

There will be no difficulty in securing all needed wool imports. As skirting was invented to be a fraud on the wool tariff, so wool seeking our market will be made to meet the conditions imposed by our laws, whatever they may be. Nearly all the South American wools are imported unskirted, and until recently all were. Skirted wool can come by paying the requisite duty.

The conclusion seems to be that the skirting clause has (1) defeated the real protective purpose of the law, (2) that it has robbed the Treasury of millions, and (3) has robbed American wool sorters of employment and wages, and (4) deserves to be—no more forever.

#### COMPENSATORY DUTIES.

It has been objected that if Australasian unwashed merino be deemed washed it will unjustly enlarge the compensatory duty for woollen manufactures.

The answer is: The compensatory duty will be just what the law makes it. The law can give compensatory duty only on the basis of unwashed merino. The inquiry may well be made whether possibly some other compensatory duties should not be on this basis. (See Senate Document No. 17, December, 1896, p. 55.)



XXII. THE COST OF REACHING THE ULTIMATE WOOL MARKET—  
FREIGHT CHARGES—PROFITS OF LOCAL WOOL BUYERS AND COM-  
MISSION MERCHANTS.

In fixing a rate of wool tariff so as to give "the most ample protection" to our American woolgrowers in their competition with foreign woolgrowers, THE COST of reaching the ultimate wool market is to be considered.

It is evident that if the cost of shipping wool from Melbourne or London to Boston be less than 1 cent per pound, and the cost of shipping wool from Texas, Colorado, and Montana be 3 cents per pound, the Melbourne or London vendor will have an advantage of 2 cents per pound over the woolgrower of Texas, Colorado, and Montana, and this will reduce the protective benefit of the nominal tariff rates just 2 cents per pound. The tariff rate should be high enough to meet this difference and still afford the American woolgrower a farm or ranch price sufficient to pay the fair cost of producing wool and a margin of profit besides.

This subject has been discussed, and freight charges given in Senate Document No. 17, December, 1895, pages 50-54, 70; Senate Document No. 35, Fifty-third Congress, second session, January, 1894, pages 30, 66, 98, 206, 249-253, 271-273, 329.

The secretary of the National Association of Wool Manufacturers, referring to freight charges on wools from our far West States, said in the bulletin of the association for June, 1895:

Another element in the case, the effect of which must shortly become distinctly traceable, is the matter of *freight rates from these far Western States*. From London freight rates are one-third of a cent per pound; from the Western plains it cost from two and a half to three cents a pound to bring wool to Boston, and this difference is practically so much against the Western sheep grower as against the prevailing prices in the London market. (Senate Document No. 17, December, 1895, p. 50.)

The freight from London is on wool comparatively clean—that from the far Western States on *wool and grease*, the latter in large proportion. (See Senate Mis. Doc. No. 35, Fifty-third Congress, second session, January, 1894, p. 272. Senator Warren.)

And referring to woolgrowing in Australia, the article from the bulletin of the Wool Manufacturers' Association proceeds:

The best evidence attainable justifies the statement that *even at present prices* woolgrowing can still be carried on at a profit in that country [Australasia]; and if this is so it seems certain that the Australian supply will continue to increase, not so rapidly as in the past, but fast enough to keep abreast with any increase in the demand.

It is abundantly shown that wool can be shipped from Melbourne to Boston, including commissions, profits, insurance, and all charges, for 1½ cents per pound, in fact for less than this.

The freight charges from Ohio and similar locations is not so great as from Texas, but it costs about 3 cents per pound to meet freights to Boston or Philadelphia, local wool buyers' profits, commissions of Eastern dealers, insurance, etc. This is shown in the difference between the *farm or ranch value* and the Boston price. (Senate Document No. 17, December, 1896, pp. 108-111, 134-136.)

Canada is one of our great rivals, separated from the great New York market by a river with freights merely nominal.

Mr. DOLLIVER. Do you know the Boston price of this Australian wool now?



Mr. LAWRENCE. I have it here in these figures, but I can not give it just now.

A VOICE. Twenty cents.

Mr. LAWRENCE. No, sir; it will not reach 20 cents now. Besides that, this (1) skirted, and (2) light-skrinking wool will command in our market 5 cents or more per pound more than our wool, and that is on the basis of our washed wools. That is what we are competing with. We have to compete with Australian wool, which can be, and under a tariff probably would be, put on board ship at Melbourne at 9 cents a pound whole fleece.

Mr. STEELE. And worth twice as much as our wool in that condition?

Mr. LAWRENCE. Worth intrinsically no more than Ohio merino, but commanding more price for reasons stated.

Mr. WHEELER. This is the 9-cent wool that you propose to put the 24 cents duty on?

Mr. LAWRENCE. That is the wool we are competing with.

Mr. WHEELER. And you ask a 24 cents per pound duty?

Mr. LAWRENCE. We ask 12 cents a pound duty on unwashed, double on washed, and triple on scoured; and inasmuch as the Australian merino as now imported unwashed is better than any other washed wool in the world, it should be classed as washed wool.

Mr. WHEELER. Therefore the 9-cent wool would be classed as the wool upon which you would impose a duty of 24 cents?

Mr. LAWRENCE. We want a duty of 24 cents on unwashed Australian merino wool, as now imported, which is better than any other washed wool in the world. We simply put it upon an equality with other wools.

Mr. JUSTICE. You said 9 cents; you mean 9 pence?

Mr. LAWRENCE. No, sir; I mean 9 cents.

Mr. TAWNEY. You mean skirted wool?

Mr. LAWRENCE. The whole fleece. Here is the testimony of Consul-General Wallace: "Or in United States currency 9 cents per pound for the fleece on the wharves of either Sydney or Melbourne." That is what we have to compete with, Australian wools, whole fleece, at 9 cents a pound.

Mr. WHEELER. And a half a cent a pound freight to Boston?

Mr. LAWRENCE. Yes, sir; and it will take 12 cents as an import duty to give us adequate protection, and 12 cents is less than half the protective benefit we got under the act of 1867; it is less than the protective benefit we got under the act of 1883, although under the act of 1883 our wool industry declined.

Mr. DOLLIVER. You mentioned 24 cents on that Australian wool?

Mr. LAWRENCE. Twenty-four cents on 9 would be 33 cents, and that Australian wool will command from 4 to 7 cents a pound in our market more than our wool, and that would leave us in Ohio not more than 25 cents a pound for washed wool.

Mr. DOLLIVER. Does that higher price come from the different varieties of the parts of the fleece cut off?

Mr. LAWRENCE. The higher price comes from the fact it shrinks less, and in part from the skirting, and in part because there is a demand required by fashion for a soft kind of wool with a particular luster; and my theory is, if gentlemen insist on wearing cloth made from a particular kind of wool such as we do not produce, and insist upon a foreign luster, that is a *luxury* for which he should be compelled to pay a luxurious tariff. But our bill does not base any duty on luxury but only on needed protection.



Mr. DOLLIVER. Does that skirted or cut-off variety of parts of the wool affect the value of the rest?

Mr. LAWRENCE. Yes, sir; it adds to the value of what is left. I am speaking of the 9-cent wool, whole fleece.

Mr. JOHNSON. You could not figure in the 24 cents a pound as against the whole fleece, that would be on the 12-cent skirted wool?

Mr. LAWRENCE. Yes, sir. But woolgrowers would accept less than 24 cents on unskirted wool.

Mr. JOHNSON. You only ask 12 cents duty on the 9-cent wool?

Mr. LAWRENCE. The 9-cent wool unwashed will shrink in scouring as much as Ohio washed. Our bill asks for 24 cents on account of its light shrinkage. Suppose we imported wool from South America. If we import in the grease we want 12 cents a pound; if we import it washed we want 24, and if we import it scoured we want 36 cents. Upon the general average the wools of the world will shrink 66 per cent in scouring. Then we want Australian wool put upon the same footing as South American wool. We will be entirely satisfied to have Australian merino put on an equal footing with other merino wools of the world.

Mr. TAWNEY. To what extent is the shrinkage affected by the skirting?

Mr. LAWRENCE. Only a little. It is affected somewhat, but the shrinkage is not affected very much by the skirting. There is a great mistake in the popular mind about the effect of skirting. There is a prevailing opinion in some localities where the subject is not fully understood that the skirting is the sole reason for the advantage which Australian merino has over other wools. The fact is the greatest advantage it has is the light shrinkage in scouring. This is a chief reason why it commands a higher price than other wools, but there are other reasons, as I have stated.

Mr. TAWNEY. Do I understand you to say that is due to climatic conditions?

Mr. LAWRENCE. Yes, sir.

The CHAIRMAN. Would a pound of Australian wool be imported in this country at a duty of 24 cents?

Mr. LAWRENCE. I think it would. Certainly it would. Besides that I do not think it would be a misfortune to transfer our purchases from that country, to which we may in future expect to pay gold for wool. Our policy is to import from South America, where we may hope soon to pay in our manufactured products, and to some extent in agricultural products, and thus increase our trade with South America.

Mr. TURNER. Would it not be a good plan in that view to let the duty remain off so as to have a basis of reciprocity with South America?

Mr. LAWRENCE. There are ample products in both countries on which to predicate reciprocity without importing those products like wool, which we can soon supply sufficiently to meet all American needs. If we admit wool free as a basis for reciprocity, we would surrender the policy of protection, and I could not indorse that, as I am a protectionist.

### XXIII. OHIO AND THE FAR WEST STATES NEED THE SAME TARIFF RATES.

1. *Reasons why.*—Sheep husbandry requires for success substantially about the same protective rates for Pennsylvania, Ohio, and States similarly located, as also for Texas and the far West States.



Wools in Texas and the far West States can be produced at *less cost* than in Ohio and States similarly located, but the wools of the former are *not of equal value* with Pennsylvania and Ohio wools, as shown by the market quotations of prices. (Senate Document No. 17, December, 1896, pp. 108-111, 134-136.)

One reason is that in some of the far west localities alkali dust in the atmosphere renders the wool fiber inferior to that of more easterly States.

All things considered, about the same tariff rates are needed for all sections of the country.

While the freight charges are higher from Texas and far West States to the Eastern market than from Ohio, yet in the former wools are produced in larger flocks and sold in larger quantities and with less of local wool buyers' profits than in the more easterly States.

2. *Soon the cost of producing wools in Texas and the far West will be increased.*—In some of the far West States woolgrowers have the benefit of pasturage on Government lands free of cost. But that condition can not long continue; the lands will soon be taken up by purchasers. A tariff bill should look to the future as well as the present.

Australasian merino is the chief competing wools with Pennsylvania, Ohio, and other States east of the Missouri River. South American merino and Cape wools are the chief competing wools with those of our far West States.

#### XXIV. THE PROTECTIVE BENEFIT OF WOOL TARIFF.

1. *Considerations on the subject.*—In reaching a conclusion as to the "*protective benefit*" of a given "*tariff rate*," we must bear in mind the effect, as already stated, of:

(1) The skirting clause (1) increasing *value*, and (2) saving cost of *sorting* foreign wool.

(2) The lighter shrinkage of Australasian merino.

(3) The higher price it commands by reason of the soft, lustrous character of the wool.

(4) The difference in cost of reaching the ultimate American market to the Melbourne or London wool owner and that of wool owners in our American States.

2. *A statistical table of results of protective benefits.*—And keeping these in view, upon the evidence produced, the following RESULT is reached as to the "*protective benefit*" of the duty of 11 cents per pound under the act of 1890, based on computation of Mauger & Avery, eminent New York wool importers.



1374 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

In other words, the *nominal duty of 11 cents per pound under the act of 1890 was in effect reduced*, as shown by the following:

*Table showing the reduction of the protective benefits of different tariff rates by importing wools shrinking in washing and scouring less than the wool tariff law contemplated.<sup>1</sup>*

|                                              | Measure of protection on raw wool. | On wool shrinking— |                    |                   |                   |                   |                   |                   |                 |                   |
|----------------------------------------------|------------------------------------|--------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------|-------------------|
|                                              |                                    | 20 per cent.       | 25 per cent.       | 30 per cent.      | 50 per cent.      | 60 per cent.      | 66 per cent.      | 70 per cent.      | 75 per cent.    | 80 per cent.      |
| Duty on merino wool shrinking 50 per cent:   | <i>Cents.</i>                      | <i>Cents.</i>      | <i>Cents.</i>      | <i>Cents.</i>     | <i>Cents.</i>     | <i>Cents.</i>     | <i>Cents.</i>     | <i>Cents.</i>     | <i>Cents.</i>   | <i>Cents.</i>     |
| 12 cents duty .....                          | 12                                 | .....              | .....              | .....             | .....             | 9 $\frac{3}{5}$   | 8 $\frac{4}{5}$   | 7 $\frac{1}{5}$   | 6               | 4 $\frac{1}{5}$   |
| 11 cents duty .....                          | 11                                 | .....              | .....              | .....             | .....             | 8 $\frac{4}{5}$   | 7 $\frac{1}{5}$   | 6 $\frac{3}{5}$   | 5 $\frac{1}{2}$ | 4 $\frac{2}{5}$   |
| 10 cents duty .....                          | 10                                 | .....              | .....              | .....             | .....             | 8                 | 6 $\frac{1}{5}$   | 6                 | 5               | 4                 |
| 8 cents duty .....                           | 8                                  | .....              | .....              | .....             | .....             | 6 $\frac{2}{5}$   | 5 $\frac{2}{5}$   | 4 $\frac{4}{5}$   | 4               | 3 $\frac{1}{5}$   |
| 6 cents duty .....                           | 6                                  | .....              | .....              | .....             | .....             | 4 $\frac{1}{5}$   | 4 $\frac{2}{5}$   | 3 $\frac{3}{5}$   | 3               | 2 $\frac{2}{5}$   |
| British and Canadian, shrinking 15 per cent: |                                    |                    |                    |                   |                   |                   |                   |                   |                 |                   |
| 12 cents duty .....                          | 12                                 | 11 $\frac{5}{17}$  | 10 $\frac{10}{17}$ | 9 $\frac{15}{17}$ | .....             | .....             | 13 $\frac{3}{17}$ | .....             | .....           | .....             |
| Third class, shrinking 30 per cent:          |                                    |                    |                    |                   |                   |                   |                   |                   |                 |                   |
| 4 cents duty .....                           | 4                                  | .....              | .....              | .....             | 2 $\frac{6}{7}$   | 2 $\frac{3}{7}$   | 13 $\frac{3}{17}$ | 1 $\frac{5}{7}$   | .....           | .....             |
| 6 cents duty .....                           | 6                                  | .....              | .....              | .....             | 4 $\frac{2}{7}$   | 3 $\frac{3}{7}$   | 23 $\frac{3}{17}$ | 2 $\frac{4}{7}$   | .....           | .....             |
| Third class, shrinking 40 per cent:          |                                    |                    |                    |                   |                   |                   |                   |                   |                 |                   |
| 4 cents duty .....                           | 4                                  | .....              | .....              | .....             | 3 $\frac{1}{3}$   | 2 $\frac{2}{3}$   | 24 $\frac{1}{15}$ | 2                 | .....           | .....             |
| Third class, shrinking 33 per cent:          |                                    |                    |                    |                   |                   |                   |                   |                   |                 |                   |
| 6 cents duty .....                           | 6                                  | .....              | .....              | .....             | 43 $\frac{2}{17}$ | 33 $\frac{9}{17}$ | 33 $\frac{3}{17}$ | 24 $\frac{6}{17}$ | .....           | 15 $\frac{3}{17}$ |

<sup>1</sup>The computation is as follows: Suppose 1 pound of imported wool shrinks to 50 per cent in scouring, 1 pound of protected wool shrinks to 40 per cent in scouring. Then the value of the protected wool is  $\frac{4}{5}$  of the value of the imported wool. If a duty of 12 cents gives a measure of protection of 12 cents on raw wool, it would give  $\frac{4}{5}$  of 12 cents, or 9 $\frac{3}{5}$  cents, on scoured wool shrinking 60 per cent;  $\frac{3}{5}$  of 12 cents, or 8 $\frac{4}{5}$  cents, on scoured wool shrinking 66 per cent;  $\frac{2}{5}$  of 12 cents, or 7 $\frac{1}{5}$  cents, on scoured wool shrinking 70 per cent;  $\frac{2}{5}$  of 12 cents, or 6 cents, on scoured wool shrinking 75 per cent;  $\frac{2}{5}$  of 12 cents, or 4 $\frac{1}{5}$  cents, on scoured wool shrinking 80 per cent; and so on for all the other calculations.

THE RESULT IS, that under the act of 1890 a duty of 11 cents per pound on *unwashed* Australasian “skirted” merino wools, of the same quality of American unwashed fleece merino, under conditions existing July 1, 1893, gave to the woolgrowers of the United States a measure of protective benefit, as follows:

| <i>On American wools shrinking in scouring, specified per cent.</i> | Protective benefit. | Deduct the added value to Australian wool by skirting. | Deduct the advantage in freights which Australians have over American far West wools. | Net benefit.     | Less than no benefit. |
|---------------------------------------------------------------------|---------------------|--------------------------------------------------------|---------------------------------------------------------------------------------------|------------------|-----------------------|
|                                                                     | <i>Cents.</i>       | <i>Cents.</i>                                          | <i>Cents.</i>                                                                         | <i>Cents.</i>    | <i>Cents.</i>         |
| 60 .....                                                            | 8 $\frac{4}{5}$     | 2                                                      | 2 $\frac{1}{5}$                                                                       | 4 $\frac{3}{10}$ | .....                 |
| 66 .....                                                            | 7 $\frac{1}{5}$     | 2                                                      | 2 $\frac{1}{5}$                                                                       | 2 $\frac{4}{10}$ | .....                 |
| 70 .....                                                            | 6 $\frac{3}{5}$     | 2                                                      | 2 $\frac{1}{5}$                                                                       | 2 $\frac{1}{10}$ | .....                 |
| 75 .....                                                            | 5 $\frac{1}{5}$     | 2                                                      | 2 $\frac{1}{5}$                                                                       | 1                | .....                 |
| 80 .....                                                            | 4 $\frac{1}{5}$     | 2                                                      | 2 $\frac{1}{5}$                                                                       | .....            | 0 $\frac{1}{10}$      |

The freight rates from some parts of the far West, especially California, are less than 2 $\frac{1}{2}$  cents per pound, but the charges for carriage from ranches to railroad stations constitute an item of expense, and these wools are subject to commissions in reaching the manufacturers.

The Chicago American Sheep Breeder, after careful inquiry, gave the following in the December number, 1895:

*Transmississippi rates.*—Current freight rates on wool from points west of the Mississippi River to New York, Philadelphia, and Boston are substantially as follows: From Montana and the Dakotas, \$1.50 per 100 pounds; from Wyoming, Idaho, eastern Oregon, and Utah, \$1.90 per 100 pounds; from Arizona and New Mexico, \$2.50 per 100 pounds; from Colorado, \$2 per 100 pounds.



The statement of Mauger & Avery referred to above is as follows:

NEW YORK, July 24, 1893.

S. N. D. NORTH, Esq., Boston.

DEAR SIR: Your favor of the 21st instant is received, inclosing proof slip of the letter and tables prepared by us a year ago for the Senate Finance Committee with the request to make the calculations with which said letter concludes, based upon the prices of Ohio fine-washed fleeces and Port Phillip (Australian) good average grease as these prices stood July 1, 1893.

Continuing that same basis of calculation, we reach the following result, viz:

Ohio fine-washed fleece costing 24 cents July 1, 1893, and shrinking 55 per cent, costs  $53\frac{1}{4}$  cents per scoured pound.

Port Phillip good average grease, costing in London, July 1, 1893, 18 cents, and also shrinking 55 per cent, costs in the United States, duty and charges paid,  $67\frac{3}{4}$  cents per scoured pound, as follows:

|               |        |
|---------------|--------|
| Wool .....    | \$0.18 |
| Duty .....    | .11    |
| Charges ..... | .0150  |
| Cost.....     | .3050  |

or  $67\frac{3}{4}$  cents per scoured pound.

Cost in London, 40 cents per scoured pound.

The difference between  $53\frac{1}{4}$  cents and 40 cents, or  $13\frac{1}{4}$  cents, is the amount by which the price of Ohio fine scoured wool is enhanced because of the duty and charges. This, on fine Ohio, shrinking 55 per cent, is equivalent to 6 cents in the washed condition.

If we assume the duty of 11 cents per pound removed, and take the prices of Ohio and Port Phillip that ruled July 1, 1893, as the basis of another calculation, viz:

Ohio fine-washed fleece costing 24 cents and shrinking 55 per cent gives clean cost  $53\frac{1}{4}$  cents, and

|                                                     |        |
|-----------------------------------------------------|--------|
| Port Phillip, good average, costing in London ..... | \$0.18 |
| Freight and charges added.....                      | .0150  |

Making cost landed in the United States..... .1950

which, shrinking 55 per cent, gives clean cost of  $43\frac{1}{2}$  cents, we still find Ohio fine washed costing more than Port Phillip on this calculation, 10 cents per scoured pound more; but it would really be greater, inasmuch as Ohio fine-washed fleece is not skirted, and its cost is thereby increased over that of Port Phillip, at least 3 cents per scoured pound, in our opinion. The difference of, say 13 cents per scoured pound is, on fine Ohio, shrinking 55 per cent, equivalent to about 6 cents per pound in the washed condition.

We reach the conclusion, therefore, that the inquiry "Whether it is true that the great decline in the price of domestic wool has actually resulted in bringing it temporarily down to a free-wool basis" is easily answered in the negative.

It may be assumed that, upon the removal of the duty of 11 cents per pound, the price of Port Phillip good average wool would advance somewhat in the London market.

What this advance might be, or how permanent it would be, no one can predict.

Besides, there is another feature in the case which may properly be considered in this connection, i. e., that there are some Australian wools which, because of their heavy shrink, have not been bought for the United States. Such wools are relatively cheaper to the foreign manufacturer than the wools usually imported to this country.

In the event of "free wool" the advance would be more likely to take place on these heavy shrink wools rather than on those hitherto brought here under the duty of 11 cents per pound.

Yours, truly,

MAUGER & AVERY.

This estimate was on *prices as they stood July 1, 1893*—that is, on Port Phillip. London price, 18 cents per pound, and the New York price same date of Ohio unwashed merino, 24 cents.

The effect of the 11 cents per pound duty then was:

- (1) It gave *no protective benefit* to Ohio unwashed merino.
- (2) It gave to Ohio washed shrinking 55 per cent in scouring a protective benefit of 6 cents per pound.
- (3) On scoured Ohio merino the protective benefit was about 12 cents.



But it is ESPECIALLY to be observed that when the London and New York prices of wools declined the “protective benefit” declined in like proportion.

But in making computations in this argument I have not made any reduction.

The results given are verified by the statement of the Government actuary in the Treasury Department, as follows:

WASHINGTON, D. C., January 11, 1897.

Jos. S. McCoy, Esq., Government Actuary.

SIR: Please answer for use before the Committee on Ways and Means in Congress on the following facts, the questions thereto appended. The value of wool as shorn in the grease depends on the clean product it will yield in scouring. The Australian unwashed merino, as imported, shrinks in scouring an average of 50 per cent. Ohio merino unwashed shrinks in scouring 66⅔ per cent. It has been demonstrated by Manger & Avery that a tariff rate of 11 cents per pound gave to Ohio washed merino, shrinking 55 per cent, a protective benefit of 6 cents in competition with Australian, as conditions and prices stood July 1, 1893.

- 1. What is the protective benefit to an unwashed pound of such Ohio merino?
- 2. What is the protective benefit to a pound of scoured wool?

ANSWER.

Assuming that the price of such Australian Port Phillips washed was, July 1, 1893, 18 cents per pound, and that Ohio washed was, in Boston, 24 cents per pound; then, owing to the different shrinkage of the wools, the prices of the several stages of the wool would be as follows:

|                | London<br>(Port<br>Philip). | Boston<br>(Ohio). | Protective<br>benefit. |
|----------------|-----------------------------|-------------------|------------------------|
|                | Cents.                      | Cents.            | Cents.                 |
| Unwashed ..... | 12                          | 12                | 0                      |
| Washed.....    | 18                          | 24                | 6                      |
| Scoured.....   | 24                          | 36                | 12                     |

If the prices now are half those quoted, the corresponding prices and protective benefits would be as follows:

|                | London<br>(Port<br>Philip). | Boston<br>(Ohio). | Protective<br>benefit. |
|----------------|-----------------------------|-------------------|------------------------|
|                | Cents.                      | Cents.            | Cents.                 |
| Unwashed ..... | 6                           | 6                 | 0                      |
| Washed.....    | 9                           | 12                | 3                      |
| Scoured.....   | 12                          | 18                | 6                      |

Yours respectfully,

JOSEPH S. MCCOY, Government Actuary.

XXV. THE RATES OF DUTY NOW NEEDED ON MERINO WOOLS.

1. *The rates stated.*—The woolgrowers’ bill asks for a duty on unwashed merino wools of 12 cents per pound, double on washed, treble on scoured.

So far as the *double and treble* duties are concerned, they were provided for in the acts of 1867, 1883, and 1890. They have been shown to be just by what has already been said.

2. *The rate asked for very moderate.*—I now propose to show that this rate of duty is very moderate—not at all “the most ample protection.”

Personally I endeavored to secure in the bill 14 cents, and the Ohio Woolgrowers’ Association in January, 1896, resolved in favor of duty of “12 cents on combing wools and 15 cents on merino” unwashed. (Senate Document No. 17, December, 1896, p. 96.)



But in preparing a bill the National Woolgrowers' Association determined to be so moderate in all they asked as to leave no just ground for opposition.

They proceeded on the theory that it would be uncandid and below the dignity of honorable men to ask for more than was just and necessary.

3. *Evidence of the necessity for this rate.*—The evidences of the necessity of this rate of duty are numerous.

#### (1) EXPLANATORY.

The rate of duty will depend on (1) the cost of producing wools here, and (2) the world's price of competing wools. The London price is regarded as the world's price. Port Philip, Australasian merino is the standard on which Ohio and similar merino is compared. But in making the comparison the scoured pound of each would be the standard by which to judge. And as the imports of wool under a tariff WILL ALWAYS BE THE LIGHTEST it is safe to estimate the shrinkage of unskirted, unwashed Australasian merino at 50 per cent, and the average Ohio at 66 $\frac{2}{3}$  per cent.

2. *Preliminary facts—Statistics of foreign wool price.*—Our wool tariff acts now to be considered are those of—

- (1) March 2, 1867;
- (2) March 3, 1883; and
- (3) October 1, 1890.

It is important to see the world's prices, therefore, in the years 1867, 1883, 1890, and 1896.

The world's prices for these years were as follows:

| Year.        | London price, Australian good scoured, per pound. | Equivalent for Ohio average unwashed, without tariff. | The average farm value of unwashed merino, without tariff. | Equivalent for Ohio average, washed, without tariff. | Boston value, with tariff, washed merino. | Farm value, with tariff. |
|--------------|---------------------------------------------------|-------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------|-------------------------------------------|--------------------------|
|              | Cents.                                            | Cents.                                                | Cents.                                                     |                                                      | Cents.                                    | Cents.                   |
| 1867 * ..... | 68                                                | † 23                                                  | .....                                                      | .....                                                | ‡ 57 $\frac{3}{4}$                        | 54                       |
| 1883 .....   | 59                                                | 20                                                    | .....                                                      | .....                                                | 40 $\frac{1}{2}$                          | 37 $\frac{1}{2}$         |
| 1890 .....   | 50                                                | 16 $\frac{2}{3}$                                      | 12                                                         | .....                                                | 33                                        | 30                       |
| 1894 .....   | 36                                                | 12                                                    | 8                                                          | .....                                                | § 20 $\frac{1}{2}$                        | 17 $\frac{1}{4}$         |
| 1896 .....   | 28                                                | 10                                                    | 8                                                          | .....                                                | Free wool.                                | .....                    |

\* Unskirted.

† Gold value. All the values given are gold.

‡ The currency price of washed Ohio in 1867 was 57 $\frac{1}{4}$ , with gold then at a premium.

§ Certainty of free wool aided reduction of price.

These quotations, to and including 1894, are from the Wool Book of 1895, by Hon. S. N. D. North, estimating American merino on the UNWASHED basis, with a shrinkage of 66 $\frac{2}{3}$  per cent in scouring. The quotations of Helmuth, Swartze & Co., London, December 10, 1896, are:

|                                        | Merino, average to good.               | Equivalent in cents. |
|----------------------------------------|----------------------------------------|----------------------|
| Port Phillip—                          |                                        |                      |
| Fleece .....                           | s. d.    s. d.<br>1 1 to 1 3           | 28                   |
| Scoured .....                          | 1 1 $\frac{1}{2}$ to 1 3 $\frac{1}{2}$ | 29                   |
| Greasy .....                           | 8 $\frac{1}{2}$ to 9 $\frac{1}{2}$     | 18                   |
| Buenos Ayres (36 per cent yield) ..... | 4 $\frac{1}{2}$                        | 9                    |



The world's prices are also given in House Mis. Doc. No. 94, Fifty-second Congress, second session, 1894, pages 562-577, being the Report of the Chief of the Bureau of Statistics of the Treasury Department on Wool and Manufactures. And the evidence of these low prices is found in Senate Mis. Doc. No. 35, second session Fifty-third Congress, January, 1894, pages 36, 68, 98, 246.

It will require 3 pounds average unwashed American merino to make 1 scoured pound of the London value of 29 cents, or  $9.66 +$  cents price for each unwashed pound American. But it may be called 10 cents.

The full table of quotations for London are:

*Prices current of the leading descriptions of colonial wool, December 10, 1896.*

[Helmuth, Schwartze & Co., 3 and 4 Moorgate Street Buildings, E. C.]

| Description.                    | Extra. |          | Superior. |          | Average to good. |          | Inferior to average. |          |
|---------------------------------|--------|----------|-----------|----------|------------------|----------|----------------------|----------|
|                                 | s. d.  | s. d.    | s. d.     | s. d.    | s. d.            | s. d.    | s. d.                | s. d.    |
| Port Phillip:                   |        |          |           |          |                  |          |                      |          |
| Fleece .....                    |        |          | 1 4       | to 1 9   | 1 1              | to 1 3   | 0 10                 | to 1 0   |
| Scoured .....                   | 1 6    | to 1 7½  | 1 4       | to 1 5½  | 1 1½             | to 1 3½  | 0 11                 | to 1 1   |
| Greasy .....                    |        | 0 11½    | 0 10      | to 0 11  | 0 8½             | to 0 9½  | 0 6½                 | to 0 7½  |
| Sydney:                         |        |          |           |          |                  |          |                      |          |
| Fleece .....                    |        |          |           |          |                  |          |                      |          |
| Scoured .....                   |        |          | 1 4       | to 1 5   | 1 1              | to 1 3   | 0 10½                | to 1 0½  |
| Greasy .....                    | 0 11   | to 0 11½ | 0 9½      | to 0 10½ | 0 7½             | to 0 9   | 0 6                  | to 0 7   |
| Queensland:                     |        |          |           |          |                  |          |                      |          |
| Scoured .....                   |        |          | 1 3½      | to 1 5   | 1 1              | to 1 3   | 0 10½                | to 1 0½  |
| Greasy .....                    |        |          | 0 9½      | to 0 10  | 0 7½             | to 0 9   | 0 6                  | to 0 7   |
| Adelaide:                       |        |          |           |          |                  |          |                      |          |
| Scoured .....                   |        |          | 1 2½      | to 1 3   | 1 0½             | to 1 2   | 0 9½                 | to 1 0   |
| Greasy .....                    | 0 10   | to 0 10½ | 0 8       | to 0 9   | 0 6¼             | to 0 7½  | 0 5                  | to 0 6   |
| New Zealand:                    |        |          |           |          |                  |          |                      |          |
| Scoured .....                   |        |          | 1 3       | to 1 5   | 1 1½             | to 1 2½  | 0 11                 | to 1 1   |
| Greasy .....                    |        |          | 0 9       | to 0 9½  | 0 7½             | to 0 8½  | 0 6                  | to 0 7   |
| Tasmania:                       |        |          |           |          |                  |          |                      |          |
| Greasy .....                    |        |          | 0 10      | to 0 11  | 0 8½             | to 0 9½  | 0 6½                 | to 0 7½  |
| West Australia:                 |        |          |           |          |                  |          |                      |          |
| Greasy .....                    |        |          | 0 8       | to 0 8½  | 0 6¼             | to 0 7½  | 0 4½                 | to 0 5½  |
| Crossbred:                      |        |          |           |          |                  |          |                      |          |
| Australian scoured .....        |        |          | 1 2       | to 1 4½  | 1 0              | to 1 1   | 0 10                 | to 0 11½ |
| Australian greasy, fine ..      |        | 0 11     | 0 10      | to 0 10½ | 0 8              | to 0 9   | 0 6½                 | to 0 7½  |
| Australian greasy, coarse ..    |        |          | 0 9½      | to 0 10  | 0 8½             | to 0 9   | 0 6½                 | to 0 8   |
| Lambs:                          |        |          |           |          |                  |          |                      |          |
| Washed .....                    |        |          | 1 9       | to 2 4   |                  |          |                      |          |
| Greasy .....                    |        |          | 0 10      | to 1 0   | 0 8½             | to 0 9½  | 0 4½                 | to 0 7½  |
| Pieces and locks:               |        |          |           |          |                  |          |                      |          |
| Scoured .....                   |        |          | 1 1½      | to 1 3   | 0 11             | to 1 1   | 0 6½                 | to 0 10½ |
| Greasy .....                    |        |          | 0 8       | to 0 9   | 0 6½             | to 0 7½  | 0 3½                 | to 0 6   |
| Cape:                           |        |          |           |          |                  |          |                      |          |
| Snow-white .....                | 1 2½   | to 1 3   | 1 1½      | to 1 2   | 1 1              | to 1 1½  | 0 10½                | to 1 0½  |
| Snow-white, exceptional lots .. | 1 3½   | to 1 4½  |           |          |                  |          |                      |          |
| Country scoured .....           |        |          | 0 11½     | to 1 0   | 0 11             | to 0 11½ | 0 9                  | to 0 10½ |
| Western fleece .....            |        |          | 0 9½      | to 0 10½ | 0 8½             | to 0 9   | 0 8                  | to 0 8½  |
| Eastern fleece .....            |        |          | 0 8½      | to 0 9   | 0 7½             | to 0 8   | 0 6½                 | to 0 7½  |
| Eastern greasy .....            | 0 8    | to 0 8½  | 0 6½      | to 0 7½  | 0 5¼             | to 0 6   | 0 4                  | to 0 5   |
| Natal greasy .....              |        |          | 0 6¼      | to 0 7½  | 0 5½             | to 0 6¼  | 0 4½                 | to 0 5½  |

Thus, it will be seen, the figures taken preceding this table for comparison are NOT THE LOWEST. And besides this, the wools graded as "INFERIOR TO AVERAGE" are really average, equal in selling value to American average.



The following is from The Wool Book for 1895:

*Comparison of annual average prices of Ohio fine washed fleece in Boston, and the same scoured, with prices in London of several competing fine foreign wools since 1850.*

[Mauger & Avery.]

| Year.      | Fine Ohio washed fleece. | Fine Ohio fleece scoured. | Port Phillip (Australian) average fleece (washed). | Port Phillip good average greasy. | Adelaide (Australia) average grease. | Cape of Good Hope average fleece. | Buenos Ayres average grease. | Australian good scoured. | Australian average scoured. | Cape of Good Hope average scoured. | Buenos Ayres average scoured. |
|------------|--------------------------|---------------------------|----------------------------------------------------|-----------------------------------|--------------------------------------|-----------------------------------|------------------------------|--------------------------|-----------------------------|------------------------------------|-------------------------------|
|            | 1                        | 2                         | 3                                                  | 4                                 | 5                                    | 6                                 | 7                            | 8                        | 9                           | 10                                 | 11                            |
| 1850 ..... | \$0.45 $\frac{3}{4}$     | \$0.83 $\frac{1}{4}$      | \$0.34                                             | Not marketed.                     | \$0.15                               | \$0.26                            | .....                        | \$0.54                   | \$0.46                      | \$0.40                             | .....                         |
| 1851 ..... | .47                      | .85 $\frac{1}{2}$         | .34                                                |                                   | .15                                  | .26 $\frac{1}{2}$                 | .....                        | .54                      | .46                         | .42                                | .....                         |
| 1852 ..... | .45                      | .81 $\frac{1}{2}$         | .39                                                |                                   | .18                                  | .31                               | .....                        | .62                      | .56                         | .48                                | .....                         |
| 1853 ..... | .58 $\frac{3}{4}$        | 1.07                      | .40                                                |                                   | .19                                  | .31 $\frac{1}{2}$                 | .....                        | .66                      | .60                         | .50                                | .....                         |
| 1854 ..... | .49 $\frac{1}{4}$        | .91 $\frac{1}{4}$         | .36                                                |                                   | .17 $\frac{1}{2}$                    | .28                               | .....                        | .58                      | .52                         | .44                                | .....                         |
| 1855 ..... | .46 $\frac{1}{4}$        | .85 $\frac{3}{4}$         | .39                                                |                                   | .18 $\frac{1}{2}$                    | .32                               | .....                        | .62                      | .56                         | .50                                | .....                         |
| 1856 ..... | .55 $\frac{1}{2}$        | 1.04 $\frac{3}{4}$        | .46                                                |                                   | .22                                  | .39                               | .....                        | .72                      | .66                         | .60                                | .....                         |
| 1857 ..... | .53                      | 1.02                      | .46                                                |                                   | .23                                  | .38 $\frac{1}{2}$                 | .....                        | .74                      | .68                         | .60                                | .....                         |
| 1858 ..... | .45 $\frac{1}{4}$        | .82 $\frac{1}{2}$         | .45                                                |                                   | .22                                  | .36                               | .....                        | .70                      | .64                         | .52                                | .....                         |
| 1859 ..... | .59                      | 1.09 $\frac{1}{4}$        | .47                                                |                                   | .23                                  | .36                               | .....                        | .72                      | .66                         | .56                                | .....                         |
| 1860 ..... | .54 $\frac{1}{4}$        | 1.02 $\frac{1}{2}$        | .48                                                | \$0.30                            | .24                                  | .37 $\frac{1}{2}$                 | \$0. 9                       | .76                      | .68                         | .60                                | \$0.62                        |
| 1861 ..... | .4                       | .82 $\frac{3}{4}$         | .44                                                | .27                               | .21                                  | .33 $\frac{1}{2}$                 | .16 $\frac{1}{2}$            | .70                      | .60                         | .52                                | .56                           |
| 1862 ..... | .50 $\frac{1}{2}$        | .92 $\frac{3}{4}$         | .44                                                | .27                               | .21                                  | .33                               | .16 $\frac{3}{4}$            | .70                      | .60                         | .52                                | .56                           |
| 1863 ..... | .78 $\frac{3}{4}$        | 1.51 $\frac{1}{2}$        | .44                                                | .26 $\frac{1}{2}$                 | .21 $\frac{1}{2}$                    | .34                               | .15 $\frac{1}{4}$            | .70                      | .62                         | .54                                | .54                           |
| 1864 ..... | .90 $\frac{1}{4}$        | 1.77                      | .46                                                | .28 $\frac{1}{4}$                 | .22 $\frac{1}{2}$                    | .35                               | .15 $\frac{1}{4}$            | .74                      | .64                         | .54                                | .51                           |
| 1865 ..... | .83                      | 1.66                      | .45                                                | .27                               | .21 $\frac{1}{2}$                    | .32                               | .15                          | .70                      | .62                         | .50                                | .50                           |
| 1866 ..... | .67                      | 1.31 $\frac{1}{4}$        | .47                                                | .28                               | .23 $\frac{1}{4}$                    | .33                               | .15 $\frac{1}{4}$            | .76                      | .68                         | .54                                | .51                           |
| 1867 ..... | .5 $\frac{3}{4}$         | 1.13 $\frac{1}{4}$        | .43                                                | .24                               | .20                                  | .28                               | .13 $\frac{3}{4}$            | .68                      | .60                         | .44                                | .46                           |
| 1868 ..... | .48                      | .88 $\frac{3}{4}$         | .40                                                | .22                               | .17 $\frac{1}{4}$                    | .25 $\frac{1}{2}$                 | .11 $\frac{3}{4}$            | .64                      | .52                         | .40                                | .39                           |
| 1869 ..... | .49                      | .90 $\frac{1}{2}$         | .34                                                | .19 $\frac{1}{2}$                 | .15                                  | .20                               | .09 $\frac{1}{2}$            | .54                      | .44                         | .34                                | .32                           |
| 1870 ..... | .47 $\frac{1}{2}$        | .89 $\frac{3}{4}$         | .34                                                | .19 $\frac{3}{4}$                 | .15 $\frac{1}{4}$                    | .22                               | .10 $\frac{1}{4}$            | .54                      | .46                         | .38                                | .34                           |
| 1871 ..... | .55 $\frac{1}{2}$        | 1.06 $\frac{3}{4}$        | .42                                                | .25                               | .20 $\frac{1}{4}$                    | .29 $\frac{1}{2}$                 | .13 $\frac{1}{2}$            | .66                      | .58                         | .48                                | .45                           |
| 1872 ..... | .72                      | 1.56 $\frac{3}{4}$        | .52                                                | .31                               | .25 $\frac{1}{4}$                    | .35                               | .17 $\frac{3}{4}$            | .82                      | .74                         | .50                                | .59                           |
| 1873 ..... | .57 $\frac{1}{2}$        | 1.19 $\frac{3}{4}$        | .50                                                | .30 $\frac{1}{2}$                 | .23 $\frac{1}{2}$                    | .31                               | .14 $\frac{3}{4}$            | .76                      | .68                         | .52                                | .50                           |
| 1874 ..... | .55 $\frac{1}{4}$        | 1.15 $\frac{1}{4}$        | .47                                                | .29 $\frac{1}{2}$                 | .23                                  | .32                               | .15 $\frac{1}{4}$            | .74                      | .66                         | .54                                | .50                           |
| 1875 ..... | .52 $\frac{1}{4}$        | 1.04 $\frac{1}{2}$        | .44                                                | .27                               | .21 $\frac{1}{4}$                    | .30                               | .15 $\frac{3}{4}$            | .68                      | .60                         | .50                                | .53                           |
| 1876 ..... | .44 $\frac{1}{4}$        | .87                       | .40 $\frac{1}{2}$                                  | .24 $\frac{1}{4}$                 | .18 $\frac{1}{4}$                    | .26                               | .13                          | .62                      | .54                         | .44                                | .44                           |
| 1877 ..... | .47 $\frac{1}{4}$        | .91                       | .40 $\frac{1}{2}$                                  | .24 $\frac{1}{4}$                 | .18 $\frac{1}{4}$                    | .25                               | .12 $\frac{1}{2}$            | .64                      | .54                         | .42                                | .42                           |
| 1878 ..... | .38 $\frac{3}{4}$        | .74 $\frac{3}{4}$         | .40                                                | .24                               | .18 $\frac{1}{4}$                    | .23 $\frac{1}{4}$                 | .12 $\frac{1}{2}$            | .64                      | .54                         | .42                                | .42                           |
| 1879 ..... | .36 $\frac{1}{2}$        | .71 $\frac{3}{4}$         | .37 $\frac{1}{2}$                                  | .23 $\frac{1}{4}$                 | .17                                  | .22 $\frac{1}{4}$                 | .12 $\frac{1}{2}$            | .60                      | .52                         | .41                                | .42                           |
| 1880 ..... | .49 $\frac{1}{4}$        | 1.02 $\frac{3}{4}$        | .43                                                | .27                               | .21 $\frac{1}{4}$                    | .25 $\frac{1}{4}$                 | .15 $\frac{1}{4}$            | .68                      | .60                         | .46                                | .51                           |
| 1881 ..... | .43                      | .95 $\frac{1}{2}$         | .39                                                | .24                               | .18 $\frac{1}{2}$                    | .22 $\frac{1}{4}$                 | .13 $\frac{3}{4}$            | .60                      | .53                         | .42                                | .46                           |
| 1882 ..... | .42 $\frac{1}{2}$        | .90 $\frac{1}{2}$         | .39 $\frac{1}{2}$                                  | .25                               | .18                                  | .23 $\frac{1}{4}$                 | .13 $\frac{1}{2}$            | .60                      | .53                         | .42                                | .45                           |
| 1883 ..... | .40 $\frac{1}{2}$        | .86                       | .38                                                | .24 $\frac{1}{4}$                 | .17                                  | .22 $\frac{1}{4}$                 | .13 $\frac{1}{4}$            | .59                      | .51                         | .40                                | .44                           |
| 1884 ..... | .37                      | .80 $\frac{1}{2}$         | .36 $\frac{1}{2}$                                  | .23                               | .16 $\frac{1}{4}$                    | .20 $\frac{3}{4}$                 | .12 $\frac{1}{4}$            | .56                      | .48                         | .38                                | .41                           |
| 1885 ..... | .32 $\frac{3}{4}$        | .71 $\frac{1}{4}$         | .33                                                | .20                               | .13 $\frac{1}{2}$                    | .18                               | .10                          | .48                      | .41                         | .33                                | .34                           |
| 1886 ..... | .34                      | .74                       | .31                                                | .19 $\frac{1}{2}$                 | .13 $\frac{1}{4}$                    | .17 $\frac{1}{2}$                 | .10 $\frac{1}{2}$            | .47                      | .41                         | .32                                | .35                           |
| 1887 ..... | .33                      | .73 $\frac{1}{4}$         | .31 $\frac{1}{2}$                                  | .20 $\frac{1}{4}$                 | .14                                  | .18                               | .11                          | .48                      | .42                         | .34                                | .37                           |
| 1888 ..... | .30 $\frac{1}{2}$        | .68                       | .31 $\frac{1}{2}$                                  | .20 $\frac{1}{2}$                 | .14                                  | .17 $\frac{1}{4}$                 | .11                          | .48                      | .42                         | .33                                | .36                           |
| 1889 ..... | .33 $\frac{3}{4}$        | .73 $\frac{1}{2}$         | .35                                                | .23                               | .16 $\frac{1}{2}$                    | .20 $\frac{1}{4}$                 | .12 $\frac{1}{4}$            | .54                      | .48                         | .38                                | .41                           |
| 1890 ..... | .33                      | .73 $\frac{1}{4}$         | .32                                                | .21 $\frac{1}{2}$                 | .15                                  | .19                               | .12                          | .50                      | .44                         | .36                                | .40 $\frac{1}{2}$             |
| 1891 ..... | .31 $\frac{3}{4}$        | .70 $\frac{3}{4}$         | .29 $\frac{1}{2}$                                  | .20                               | .13 $\frac{3}{4}$                    | .17 $\frac{1}{2}$                 | .10 $\frac{3}{4}$            | .45                      | .40                         | .33                                | .36                           |
| 1892 ..... | .29                      | .64                       | .28                                                | .17                               | .12                                  | .15 $\frac{1}{2}$                 | .11 $\frac{3}{4}$            | .39 $\frac{1}{2}$        | .33                         | .29                                | .33                           |
| 1893 ..... | .26 $\frac{1}{2}$        | .58 $\frac{3}{4}$         | .28                                                | .17                               | .11 $\frac{1}{2}$                    | .15 $\frac{1}{2}$                 | .11 $\frac{1}{4}$            | .39 $\frac{1}{2}$        | .33                         | .29                                | .31 $\frac{1}{4}$             |
| 1894 ..... | .20 $\frac{1}{4}$        | .51 $\frac{3}{4}$         | .26                                                | .15 $\frac{1}{2}$                 | .10 $\frac{1}{2}$                    | .13 $\frac{1}{2}$                 | .09                          | .36                      | .31                         | .27                                | .25                           |

Fine Ohio fleece, January, 1895, 17 cents; scoured, 38 cents.

Column 9 shows the clean cost in London of a class of wool most nearly corresponding to Ohio scoured fleece in column 2. Currency prices throughout in columns 1 and 2.

The prices of unwashed merino, of course, are less than the above prices of washed.



# 1380 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

## PRICES OF WOOL IN LONDON.

[From a statement by Helmuth, Schwartze & Co., published in the London Economists' Commercial History and Review of 1894.]

The following gives the mean point and the value in pence per pound of some leading descriptions of wool on the 31st of December:

|                                                      | Mean<br>point. | Value on December 31— |       |       |       |       |
|------------------------------------------------------|----------------|-----------------------|-------|-------|-------|-------|
|                                                      |                | 1894.                 | 1893. | 1892. | 1891. | 1890. |
| Australian—                                          |                |                       |       |       |       |       |
| P. P., good average greasy.....                      | 10½            | 7½                    | 8½    | 8½    | 9     | 10    |
| P. P., good average scoured combing.....             | 18½            | 14                    | 15½   | 15½   | 16½   | 18    |
| Sydney average greasy (short).....                   | 8½             | 6                     | 7     | 7     | 7½    | 8½    |
| Adelaide average greasy.....                         | 7½             | 5½                    | 5¾    | 6     | 6¼    | 7½    |
| New Zealand super greasy.....                        | 10¾            | 7¾                    | 8½    | 9     | 9     | 11    |
| Crossbred super greasy (fine).....                   | 12¾            | 10½                   | 11½   | 12    | 12½   | 13    |
| Crossbred average greasy (med.).....                 | 10             | 8½                    | 9½    | 9½    | 9½    | 10    |
| Cape, Eastern, extra super snow white.....           | 18             | 14½                   | 15½   | 15½   | 16½   | 18    |
| Cape, Eastern, average fleece.....                   | 9½             | 6¾                    | 7¾    | 7¾    | 8     | 8½    |
| Buenos Ayres, average greasy (36 per cent yield)...  | 6¾             | 4½                    | 5½    | 5¾    | 6     | 6½    |
| Buenos Ayres, average greasy (old 30 per cent basis) | 5¼             | 3¾                    | 4¾    | 4¾    | 5     | 5½    |
| Peru, middling.....                                  | 8½             | 7¾                    | 7     | 7¾    | 7¾    | 8½    |
| Donskoi, average white carding.....                  | 7½             | 6½                    | 7     | 6¾    | 7     | 7½    |
| East India, Pac Pathan yellow.....                   | 7½             | 6½                    | 6¾    | 7     | 7¼    | 8½    |
| Lincoln hogs.....                                    | 11½            | 10                    | 10¾   | 9½    | 9½    | 10½   |
| Alpaca, Islay super fleece.....                      | 18½            | 14½                   | 14½   | 14½   | 12½   | 15    |
| Mohair, Turkish fair average.....                    | 16½            | 14½                   | 15½   | 14½   | 12¾   | 14    |

*Prices of wool in London on or about December 20, 1895.*

[From the London Economist of December 21, 1895.]

**English, per pk. of 240 pounds:**

|                                 |     |    |    |     |    |
|---------------------------------|-----|----|----|-----|----|
| Fleeces Southdown hogs.....     | £10 | 0  | to | £12 | 0  |
| Half-bred hogs.....             | 10  | 0  | to | 12  | 0  |
| Half-bred wethers.....          | 9   | 10 | to | 11  | 0  |
| Kent fleeces.....               | 9   | 10 | to | 11  | 10 |
| Southdown ewes and wethers..... | 9   | 10 | to | 12  | 0  |
| Leicester ewes and wethers..... | 10  | 0  | to | 12  | 0  |

**Colonial, per pound:**

|                                       |    |     |    |    |     |
|---------------------------------------|----|-----|----|----|-----|
|                                       | s. | d.  |    | s. | d.  |
| Victoria, fleece super.....           | 1  | 6   | to | 1  | 9   |
| Scoured good.....                     | 1  | 5½  | to | 1  | 6   |
| Scoured average.....                  | 1  | 3   | to | 1  | 4   |
| Greasy average to fair.....           | 0  | 10½ | to | 0  | 11½ |
| New South Wales, scoured average..... | 1  | 1½  | to | 1  | 2½  |
| Greasy average.....                   | 0  | 7½  | to | 0  | 8½  |
| South Australia, greasy average.....  | 0  | 6¼  | to | 0  | 6¾  |
| New Zealand, scoured average.....     | 1  | 2½  | to | 1  | 3   |
| Greasy average.....                   | 0  | 7½  | to | 0  | 8   |
| Cape, scoured super.....              | 1  | 2½  | to | 1  | 3½  |
| Fleece average.....                   | 0  | 7   | to | 0  | 7¾  |
| Greasy average.....                   | 0  | 5¾  | to | 0  | 6¼  |
| Natal, scoured average.....           | 0  | 11½ | to | 1  | 0   |
| Greasy average.....                   | 0  | 5½  | to | 0  | 6   |

**Crossbreds, greasy:**

|                              |   |    |    |   |     |
|------------------------------|---|----|----|---|-----|
| Victoria, good to super..... | 0 | 11 | to | 1 | 0   |
| New Zealand fine.....        | 0 | 9½ | to | 0 | 10½ |
| New Zealand medium.....      | 0 | 9½ | to | 0 | 10½ |
| New Zealand coarse.....      | 0 | 9½ | to | 0 | 10½ |



[From North's Wool Book, 1895.]

*Prices per pound in each year of some colonial and foreign wools.*

[Bradford Observer.]

|           | Port Phillip fleece,<br>average.* | Port Phillip grease,<br>good average.* | Adelaide grease, av-<br>erage.* | Cape, Eastern, aver-<br>age fleece.* | Buenos Ayres, aver-<br>age grease.† | Donskoi, average<br>white carding.† |
|-----------|-----------------------------------|----------------------------------------|---------------------------------|--------------------------------------|-------------------------------------|-------------------------------------|
|           | d.                                | d.                                     | d.                              | d.                                   | d.                                  | d.                                  |
| 1872..... | 25 $\frac{3}{4}$                  | 15 $\frac{1}{2}$                       | 12 $\frac{3}{4}$                | 17 $\frac{3}{4}$                     | 7 $\frac{3}{4}$                     | 13 $\frac{1}{2}$                    |
| 1873..... | 25                                | 15 $\frac{1}{4}$                       | 11 $\frac{3}{4}$                | 15 $\frac{1}{2}$                     | 7                                   | 10                                  |
| 1874..... | 23 $\frac{1}{2}$                  | 14 $\frac{3}{4}$                       | 11 $\frac{1}{2}$                | 16 $\frac{1}{2}$                     | 7 $\frac{1}{2}$                     | 10 $\frac{1}{2}$                    |
| 1875..... | 22                                | 13 $\frac{1}{2}$                       | 10 $\frac{3}{4}$                | 15 $\frac{1}{2}$                     | 7 $\frac{1}{4}$                     | 11                                  |
| 1876..... | 20 $\frac{1}{4}$                  | 12 $\frac{1}{2}$                       | 9 $\frac{1}{2}$                 | 12 $\frac{3}{4}$                     | 7 $\frac{1}{4}$                     | 10 $\frac{1}{2}$                    |
| 1877..... | 20 $\frac{1}{4}$                  | 12 $\frac{1}{2}$                       | 9 $\frac{1}{2}$                 | 12 $\frac{1}{2}$                     | 6 $\frac{1}{4}$                     | 9 $\frac{1}{4}$                     |
| 1878..... | 20                                | 12                                     | 9 $\frac{1}{2}$                 | 11 $\frac{3}{4}$                     | 5 $\frac{3}{4}$                     | 7 $\frac{1}{2}$                     |
| 1879..... | 18 $\frac{3}{4}$                  | 11 $\frac{5}{8}$                       | 8 $\frac{1}{2}$                 | 11 $\frac{1}{2}$                     | 6 $\frac{1}{2}$                     | 9 $\frac{1}{2}$                     |
| 1880..... | 21 $\frac{1}{2}$                  | 13 $\frac{1}{2}$                       | 10 $\frac{3}{4}$                | 12 $\frac{3}{4}$                     | 7 $\frac{1}{2}$                     | 10 $\frac{1}{2}$                    |
| 1881..... | 19 $\frac{1}{2}$                  | 12                                     | 9 $\frac{1}{4}$                 | 11 $\frac{1}{4}$                     | 7                                   | 9 $\frac{1}{2}$                     |
| 1882..... | 19 $\frac{1}{4}$                  | 12 $\frac{1}{4}$                       | 9                               | 11 $\frac{3}{8}$                     | 6 $\frac{3}{4}$                     | 8 $\frac{3}{4}$                     |
| 1883..... | 19                                | 12 $\frac{1}{8}$                       | 8 $\frac{1}{2}$                 | 11 $\frac{1}{4}$                     | 6 $\frac{1}{2}$                     | 8                                   |
| 1884..... | 18 $\frac{1}{4}$                  | 11 $\frac{1}{2}$                       | 8 $\frac{1}{2}$                 | 10 $\frac{3}{8}$                     | 6                                   | 7 $\frac{1}{4}$                     |
| 1885..... | 16 $\frac{1}{2}$                  | 10                                     | 6 $\frac{3}{4}$                 | 9                                    | 4 $\frac{1}{2}$                     | 7 $\frac{1}{4}$                     |
| 1886..... | 15 $\frac{1}{2}$                  | 9 $\frac{3}{4}$                        | 6 $\frac{3}{4}$                 | 8 $\frac{3}{4}$                      | 5 $\frac{1}{4}$                     | 8 $\frac{1}{2}$                     |
| 1887..... | 15 $\frac{3}{4}$                  | 10 $\frac{1}{2}$                       | 7                               | 9                                    | 5 $\frac{1}{4}$                     | 7                                   |
| 1888..... | 15 $\frac{1}{4}$                  | 10 $\frac{1}{4}$                       | 7                               | 8 $\frac{5}{8}$                      | 6                                   | 7                                   |
| 1889..... | 17 $\frac{1}{4}$                  | 11 $\frac{1}{2}$                       | 8 $\frac{1}{4}$                 | 10 $\frac{5}{8}$                     | 6 $\frac{3}{4}$                     | 7 $\frac{1}{2}$                     |
| 1890..... | 16                                | 10 $\frac{1}{2}$                       | 7 $\frac{1}{2}$                 | 9 $\frac{1}{2}$                      | 5 $\frac{3}{4}$                     | 7 $\frac{1}{4}$                     |
| 1891..... | 14 $\frac{3}{4}$                  | 10                                     | 6 $\frac{7}{8}$                 | 8 $\frac{3}{4}$                      | 5                                   | 7                                   |
| 1892..... | 13                                | 8 $\frac{3}{4}$                        | 6                               | 7 $\frac{3}{4}$                      | 4 $\frac{7}{8}$                     | 6 $\frac{3}{4}$                     |
| 1893..... | 12 $\frac{3}{4}$                  | 8 $\frac{3}{8}$                        | 6                               | 7 $\frac{3}{4}$                      | 4 $\frac{5}{8}$                     | 7                                   |
| 1894..... | 11 $\frac{3}{4}$                  | 8                                      | 5 $\frac{3}{8}$                 | 7 $\frac{3}{8}$                      | 3 $\frac{3}{4}$                     | 6 $\frac{1}{2}$                     |

\* Average prices.

† Prices at end of year.

*English wool prices in 1894, compared with prices in seven preceding years.*

[Helmuth, Schwartze &amp; Co.]

|                                               | Highest point. |                  | Lowest point. |                               | Mean point.      | Value December 31— |                  |                  |                  |                 |                  |                  |                  |
|-----------------------------------------------|----------------|------------------|---------------|-------------------------------|------------------|--------------------|------------------|------------------|------------------|-----------------|------------------|------------------|------------------|
|                                               | Year.          | Price.           | Year.         | Price.                        |                  | 1894.              | 1893.            | 1892.            | 1891.            | 1890.           | 1889.            | 1888.            | 1887.            |
| Australian:                                   |                |                  |               |                               |                  |                    |                  |                  |                  |                 |                  |                  |                  |
| Port Phillip, good average greasy ..          | 1889           | <i>Pence.</i> 13 | 1894          | <i>Pence.</i> 7 $\frac{1}{2}$ | 10 $\frac{1}{4}$ | 7 $\frac{3}{4}$    | 8 $\frac{1}{2}$  | 8 $\frac{1}{2}$  | 9                | 10              | 12               | 10 $\frac{1}{2}$ | 10               |
| Port Phillip, good averagesoured combing..... | 1889           | 22 $\frac{1}{2}$ | 1894          | 14                            | 18 $\frac{1}{4}$ | 14                 | 15 $\frac{1}{2}$ | 15 $\frac{1}{2}$ | 16 $\frac{1}{2}$ | 18              | 21               | 19               | 18               |
| Sydney, average greasy (short) ..             | 1889           | 11               | 1894          | 6                             | 8 $\frac{1}{2}$  | 6                  | 7                | 7                | 7 $\frac{1}{2}$  | 8 $\frac{1}{2}$ | 10               | 8 $\frac{1}{2}$  | 8                |
| Adelaide, average greasy .....                | 1889           | 9 $\frac{1}{2}$  | 1894          | 5                             | 7 $\frac{1}{4}$  | 5 $\frac{1}{4}$    | 5 $\frac{3}{4}$  | 6                | 6 $\frac{1}{4}$  | 7 $\frac{1}{2}$ | 9                | 7 $\frac{1}{2}$  | 6 $\frac{1}{2}$  |
| New Zealand, super greasy ...                 | 1889           | 13               | 1894          | 7 $\frac{3}{4}$               | 10 $\frac{3}{8}$ | 7 $\frac{3}{4}$    | 8 $\frac{1}{2}$  | 9                | 9                | 11              | 12 $\frac{1}{2}$ | 11 $\frac{1}{2}$ | 11               |
| Crossbred super greasy (fine) ...             | 1889           | 15               | 1894          | 10 $\frac{1}{2}$              | 12 $\frac{3}{4}$ | 10 $\frac{1}{2}$   | 11 $\frac{1}{2}$ | 12               | 12 $\frac{1}{2}$ | 13              | 14 $\frac{1}{2}$ | 12 $\frac{1}{2}$ | 12 $\frac{1}{2}$ |
| Crossbred average greasy (medium) .....       | 1889           | 11 $\frac{1}{2}$ | 1894          | 8 $\frac{1}{2}$               | 10               | 8 $\frac{1}{2}$    | 9 $\frac{1}{2}$  | 9 $\frac{1}{2}$  | 9 $\frac{1}{2}$  | 10              | 11               | 9 $\frac{1}{2}$  | 9 $\frac{1}{2}$  |
| Cape, Eastern:                                |                |                  |               |                               |                  |                    |                  |                  |                  |                 |                  |                  |                  |
| Extra super snow white .....                  | 1889           | 22               | 1894          | 14                            | 18               | 14 $\frac{1}{2}$   | 15 $\frac{1}{2}$ | 15 $\frac{1}{2}$ | 16 $\frac{1}{2}$ | 18              | 21               | 17 $\frac{1}{2}$ | 17 $\frac{1}{2}$ |
| Average fleece ...                            | 1889           | 11 $\frac{1}{2}$ | 1894          | 6 $\frac{3}{4}$               | 9 $\frac{1}{8}$  | 6 $\frac{3}{4}$    | 7 $\frac{3}{4}$  | 7 $\frac{3}{4}$  | 8                | 8 $\frac{1}{2}$ | 11               | 9                | 8 $\frac{1}{2}$  |
| Buenos Ayres, average greasy:                 |                |                  |               |                               |                  |                    |                  |                  |                  |                 |                  |                  |                  |
| 36 per cent yield ..                          | 1889           | 8 $\frac{1}{4}$  | 1894          | 4 $\frac{1}{2}$               | 6 $\frac{3}{8}$  | 4 $\frac{1}{2}$    | 5 $\frac{1}{2}$  | 5 $\frac{3}{4}$  | 6                | 6 $\frac{7}{8}$ | 8 $\frac{1}{8}$  | 7 $\frac{1}{4}$  | 6 $\frac{3}{8}$  |
| Old 30 per cent basis .....                   | 1889           | 6 $\frac{3}{4}$  | 1894          | 3 $\frac{3}{4}$               | 5 $\frac{1}{4}$  | 3 $\frac{3}{4}$    | 4 $\frac{5}{8}$  | 4 $\frac{7}{8}$  | 5                | 5 $\frac{3}{4}$ | 6 $\frac{3}{4}$  | 6                | 5 $\frac{1}{4}$  |
| Peru, middling.....                           | 1886           | 9 $\frac{1}{2}$  | 1886          | 6 $\frac{3}{4}$               | 8 $\frac{1}{2}$  | 7 $\frac{1}{4}$    | 7                | 7 $\frac{3}{4}$  | 7 $\frac{3}{4}$  | 8 $\frac{1}{2}$ | 8 $\frac{1}{2}$  | 8                | 8                |
| Donskoi, average white carding .....          | 1886           | 8 $\frac{1}{2}$  | 1894          | 6 $\frac{1}{2}$               | 7 $\frac{1}{2}$  | 6 $\frac{1}{2}$    | 7                | 6 $\frac{3}{4}$  | 7                | 7 $\frac{1}{4}$ | 7 $\frac{1}{2}$  | 7                | 7                |



# 1382 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

English wool prices in 1894, compared with prices in seven preceding years—Continued.

|                                          | Highest point. |               | Lowest point. |               | Mean point. | Value December 31— |       |       |       |       |       |       |       |
|------------------------------------------|----------------|---------------|---------------|---------------|-------------|--------------------|-------|-------|-------|-------|-------|-------|-------|
|                                          | Year.          | Price.        | Year.         | Price.        |             | 1894.              | 1893. | 1892. | 1891. | 1890. | 1889. | 1888. | 1887. |
|                                          |                | <i>Pence.</i> |               | <i>Pence.</i> |             |                    |       |       |       |       |       |       |       |
| East India, Pac Pathan yellow .....      | 1889           | 8½            | 1886          | 6½            | 7½          | 6½                 | 6½    | 7     | 7½    | 8½    | 8½    | 8     | 7½    |
| Lincoln hogs .....                       | 1889           | 14½           | 1892          | 8½            | 11½         | 10                 | 10½   | 9½    | 9½    | 10½   | 14    | 10½   | 10½   |
| Alpaca, Islay super fleece .....         | 1889           | 26            | 1886          | 11            | 18½         | 14½                | 14½   | 14½   | 12½   | 15    | 22    | 11½   | 12½   |
| Mohair, Turkish fair average .....       | 1889           | 21            | 1892          | 12            | 16½         | 14½                | 15½   | 14½   | 12½   | 14    | 19    | 12½   | 13½   |
| Cotton, middling American .....          | 1889           | 6½            | 1894          | 2½            | 4½          | 3½                 | 4½    | 5½    | 4½    | 5½    | 5½    | 5½    | 5½    |
| Wheat, annual average, per quarter ..... |                |               |               |               |             | 22/11              | 26/4  | 30/3  | 37/-  | 31/11 | 22/9  | 31/10 | 32/6  |

Course of the Liverpool wool market.

[J. L. Bowes & Bro.]

## CLOTHING WOOL (FINE).

|                                       | Average for ten years. | January 1, 1894. | December 31, 1894. | Change in 1894.  | Closing price as compared with average for ten years. |
|---------------------------------------|------------------------|------------------|--------------------|------------------|-------------------------------------------------------|
|                                       | <i>Pence.</i>          | <i>Pence.</i>    | <i>Pence.</i>      | <i>Per cent.</i> | <i>Per cent.</i>                                      |
| Port Phillip, unwashed, good .....    | 11. 20                 | 10               | 8½                 | * 15             | † 24. 10                                              |
| New Zealand, unwashed, good .....     | 9. 72                  | 8½               | 7½                 | * 14. 29         | † 22. 84                                              |
| Buenos Ayres, unwashed, average ..... | 6. 18                  | 5½               | 4½                 | * 23. 26         | † 33. 25                                              |

## CLOTHING WOOL (COARSE).

|                                 |       |    |    |         |          |
|---------------------------------|-------|----|----|---------|----------|
| Peruvian, washed, average ..... | 8. 17 | 7  | 7½ | † 3. 57 | † 11. 26 |
| Lima, unwashed, average .....   | 6. 42 | 4½ | 4½ | * 5. 26 | † 29. 91 |
| Abudia, unwashed, average ..... | 5. 90 | 5½ | 5  | * 4. 76 | † 15. 25 |

## SHEEPSKINS.

|                                          |       |    |   |          |          |
|------------------------------------------|-------|----|---|----------|----------|
| Buenos Ayres, full woolen matadero ..... | 6. 05 | 5½ | 4 | * 23. 81 | † 33. 88 |
|------------------------------------------|-------|----|---|----------|----------|

## COMBING WOOL.

|                                           |        |     |     |          |          |
|-------------------------------------------|--------|-----|-----|----------|----------|
| Lincoln, hog fleeces .....                | 10. 71 | 10½ | 9½  | * 7. 14  | † 8. 96  |
| Lincoln, wether fleeces .....             | 10. 01 | 10  | 9½  | * 7. 50  | † 7. 59  |
| Kent, wether fleeces .....                | 10. 62 | 10  | 9½  | * 7. 50  | † 12. 90 |
| Sussex, Down fleeces, flocks .....        | 12. 55 | 11  | 9½  | * 13. 64 | † 24. 30 |
| Alpaca, Islay fleece, average good .....  | 14. 40 | 15½ | 14½ | * 3. 28  | † 2. 43  |
| Alpaca, Callao fleece, average .....      | 9. 65  | 9½  | 9   | * 2. 70  | † 6. 74  |
| Mohair, Turkey fleece, average fair ..... | 14. 90 | 15½ | 14½ | * 6. 45  | † 2. 68  |

## CARPET AND BLANKET WOOLS.

|                                         |        |     |    |          |          |
|-----------------------------------------|--------|-----|----|----------|----------|
| East India, first Joria, white .....    | 10. 67 | 10½ | 9  | * 12. 19 | † 15. 65 |
| East India, first Candahar, white ..... | 9. 07  | 7½  | 7½ | * 12. 19 | † 17. 31 |
| East India, Pac Pathan, yellow .....    | 7. 42  | 6½  | 6½ | * 3. 70  | † 12. 40 |
| East India, ordinary, yellow .....      | 6. 45  | 5   | 4½ | * 15     | † 34. 11 |
| English noils, medium .....             | 9. 07  | 7½  | 7  | * 9. 68  | † 22. 82 |
| Oporto, washed fleece .....             | 8. 95  | 7½  | 7½ | * 3. 33  | † 19     |
| Egyptian, washed, first white .....     | 9. 90  | 9½  | 8½ | * 8. 11  | † 14. 14 |
| Donskoi, washed, carding .....          | 7. 45  | 7½  | 7  | * 6. 66  | † 6. 04  |
| Scotch, Highland, laid .....            | 4. 20  | 3½  | 3½ | * 6. 66  | † 16. 66 |
| Scotch, Highland, undipped .....        | 6. 16  | 5½  | 5½ | * 4. 35  | † 10. 71 |
| Persian, unwashed white uncleaned ..... | 4. 75  | 4   | 3½ | * 9. 37  | † 23. 69 |

\* Decrease.

† Under.

‡ Advance.

§ Over.



And this price of 28 cents per scoured pound "average to good" Australian merino, December, 1896, is corroborated by the evidence of Hon. George H. Wallace, lately United States consul-general to Melbourne, who shows that the Australian woolgrowers *admit* that they can place skirted merino on shipboard at Melbourne for 6d. (12 cents) per pound, which is equal to 24 cents per scoured pound, and this can be laid down in Boston for *less* than 28 cents. (See his consular report, August 5, 1892, already referred to.) He repeats the same statement in the January, 1897, number of that valuable publication the Quarterly Bulletin of the National Woolgrowers' Association, page 19.

And he shows that the alleged 12 cents means that whole-fleece wools can be put on shipboard for 9 cents per pound.

He says:

The Australian woolgrower has said he believes he "can place his wool on the wharves of Melbourne or Sydney at a cost of 6d. (12 cents) per pound; but," he adds, "that would leave me but little for improvements or to carry on through a succession of bad seasons." You will observe that he says he will not be pinched or put on short rations unless the price goes below 6d. We may infer, if it did, he would be obliged to practice economy and a bad season would get him into difficulty. But what does he mean by 6d., or 12 cents, for his wool? To understand this statement and take in its full significance, we must know something of his manner of speech. No squatter ever tells what he was paid for the tail of his clip, nor does he ever average the prices given for his different sorts, but when he says he received 6d. or 10d., as the case may be, he means that was the highest price paid for any of his wool, for the best or "top" of his shearing, and means, therefore, that he can produce wool so long as he receives 12 cents for the best of it. The "top" is usually about one-half of the clip, and if this is sold for 6d. the balance would not bring over 3d., or an average of 4½d., or in United States currency 9 cents per pound for the fleece on the wharves of either Sydney or Melbourne. It has been asserted that the distance between the shores of Australia and those of the United States should afford a margin in favor of the domestic product, but such is not the case. Freight rates on wool from the Mississippi to the seaboard are 33½ per cent more than chartered ship charges from Melbourne to Boston, and shipped in wooden vessels the cargo will gain enough in weight to more than pay the interest involved in the longer time required for the voyage.

These and some other wools of similar light shrinkage are the wools that compete with Pennsylvania, Ohio, Michigan, Indiana, Iowa, Missouri, and States similarly located. When unwashed and unskirted, by reason of their lighter shrinkage, they will command in Boston 3 cents per pound more than Ohio, and, with an advantage of 2 cents in freights, this would only leave a protective benefit to Ohio of 7 cents and would only thus give Ohio 17 cents per pound for unwashed merino. If even the Boston cost of the Australian was 12 cents, a duty of 12 cents would only give Ohio 19 cents for unwashed merino.

As these wools compete with Ohio and States similarly located, the far-west States should accord to woolgrowers of Ohio and similar States the privilege of fixing the duty.

But if the duty be less than 12 cents, Australasian merino will come in to the ruin of the wool industry in the far-west States. The unwashed Australian skirted will command in Boston 5 cents per pound more than Utah, Texas, and other far-west States, and with 2 cents per pound advantage in freights this will only leave a protective benefit of 3 cents per pound for Utah, and give woolgrowers there a farm value of less than 10 cents in competition with Australian.

The South American merino and Cape merino are those chiefly similar to our far West merino, but as under a tariff the lightest shrinkage of these will be imported they will have that advantage. In 1894 the London price of Buenos Ayres merino yielding 36 per cent scoured was 9 cents. These wools can be laid down in Boston as cheaply as in London.



With a Boston price of 9 cents, a duty of 12 cents would give a protective benefit of 9 cents, and with a free-trade farm value of this wool in 1896 of only 6 cents, the farm value in Utah would be 15 cents.

This is the competition we encounter.

3. *As to imports.*—These facts can not be overcome by an exhibition of INVOICES of SALES, which may have been made under peculiar circumstances not apparent on their face.

And Mr. Wallace calls attention in these words as to wool imports:

The United States Treasury Department reports 123,000,000 pounds of No. 1 wool imported into the United States in the grease during the year ending September 30, 1895, at an average value of 10½ cents per pound. (Bulletin, p. 118.)

It will require a tariff with a "protective benefit" of 12 cents per pound to give American woolgrowers needed protection in competition with merino wools imported at such prices.

4. *Why a wool tariff should be even more ample than present foreign wool prices would seem to justify.*—There are reasons why a wool tariff should be more ample than present foreign wool prices would seem to justify. WHENEVER A WOOL TARIFF SHALL BE IMPOSED, FOREIGN WOOL PRICES WILL GO DOWN AND DOWN IN ORDER TO GET INTO OUR MARKETS, JUST AS THEY WOULD GO UP AND UP IF FREE WOOL WERE CONTINUED LONG ENOUGH TO DESTROY OUR WOOL INDUSTRY. This is shown in principle and effect by what is said by Mauger & Avery on the subject. (See Senate Document No. 17, Fifty-fourth Congress, December, 1896, p. 64.)

The wool circular of Justice, Bateman & Co., February 1, 1897, says:

If there was any guaranty that the present prices of foreign wools would be maintained, a duty of 9 cents per pound would probably approach a figure that would be satisfactory to all but woolgrowers. But as the best class of skirted Australian wools on at least two occasions within the past eleven years have been 6 cents per pound below the present price, and will in all probability soon be that low again after the reimposition of a tariff upon wool, 6 cents of the 9 cents tariff would soon be offset by the foreign decline. The American grower would then have on an average of but 3 cents per pound more than the present prices for his wool. Therefore, while a duty of 9 cents would be ample at the start, a permanent duty of 9 cents per pound would, in our opinion, be insufficient.

Our tariff should be framed with a view to meet the competition of Australian whole fleeces laid down in Boston at 10 cents per pound.

## (2) EVIDENCES.

### FIRST EVIDENCE IN FAVOR OF DUTY OF 12 CENTS—PROTECTION UNDER THE ACT OF 1867.

Thus it is seen that in 1867, when the world's price for unwashed Ohio merino was in currency 57¾ cents per pound, the act of 1867 gave it a protective tariff as follows:

On clothing wools [merino], unwashed, value 32 cents per pound or less, 10 cents per pound and 11 per cent ad valorem; value exceeding 32 cents per pound, 12 cents per pound and 10 per cent ad valorem; washed, double duty, etc.

This was a duty equal to 13.52 cents per pound on wools in the world's market of the value of 32 cents per pound, and a duty of 15.2 cents per pound on wools of the world's value of more than 32 cents per pound. Of course when the world's price is high less duty is required than when it is low. Now that the world's London price may fairly be said to be only 10 cents per pound, for unwashed merino other than Australian, woolgrowers might well ask a duty of more than 20 cents to be equal to the tariff of 1867. This world's price of 10 cents, allowing 1



cent cost to reach the American market, would make the Boston price 11 cents; and this corresponds with the market quotation, which, for July 1, 1896, and for XX unwashed Ohio merino was 12 cents; and the average merino is not XX.

*Table showing the price per pound for the leading grades of American wool in the Eastern market, etc.*

| Grades.                                                                            | 1895.                                             |                        |                                                   |                        | 1896.                                             |                        |
|------------------------------------------------------------------------------------|---------------------------------------------------|------------------------|---------------------------------------------------|------------------------|---------------------------------------------------|------------------------|
|                                                                                    | Price in market, Philadelphia and Boston, Jan. 1. | Price on farm, Jan. 1. | Price in market, Philadelphia and Boston, July 1. | Price on farm, July 1. | Price in market, Philadelphia and Boston, July 1. | Price on farm, July 1. |
| Fine merino:                                                                       |                                                   |                        |                                                   |                        |                                                   |                        |
| Ohio XX fine unwashed .....                                                        | \$0.13                                            | \$0.10                 | \$0.13                                            | \$0.10                 | \$0.12                                            | \$0.09                 |
| Territorial:                                                                       |                                                   |                        |                                                   |                        |                                                   |                        |
| Montana fine average, California fine, choice Nevada, and choice fine Wyoming..... | .10                                               | .05                    | .10                                               | .05                    | .09                                               | .04                    |
| Montana, California, Nevada, and Wyoming fine scoured.....                         | .33½                                              | .....                  | .33½                                              | .....                  | .30                                               | .....                  |
| Montana and Wyoming medium or half blood....                                       | .11                                               | .06                    | .11                                               | .06                    | .11                                               | .06                    |
| Montana and Wyoming medium scoured.....                                            | .31½                                              | .....                  | .31½                                              | .....                  | .30                                               | .....                  |
| Montana and Wyoming coarse or quarter blood Shropshire.....                        | .12½                                              | .07½                   | .12½                                              | .07½                   | .11½                                              | .06½                   |
| Montana and Wyoming coarse or quarter blood scoured.....                           | .31                                               | .....                  | .31                                               | .....                  | .28                                               | .....                  |

Every woolgrower knows that these free-wool prices are ruinous to American sheep husbandry (Senate Document No. 17, December, 1896, pp. 110, 136, 164).

Besides the *statutory* protection of the act of 1867 the *gold premium* to 1879 was large added protection.

#### SECOND EVIDENCE IN FAVOR OF RATE—PROTECTION UNDER THE ACT OF 1883.

In 1883, when the world's FREE-WOOL\* prices for unwashed Ohio merino shrinking 66⅔ per cent in scouring was equal to 20 cents per pound and needing more protection than in 1867, Congress made the fatal mistake of giving protection reduced down to the following:

Clothing wools, value 30 cents per pound or less, 10 cents per pound; value over 30 cents, 12 cents per pound; washed wool, double duty.

Much of the world's unwashed light-shrinkage merino then commanded in the world's markets over 30 cents per pound; and yet, with a protective tariff of 12 cents per pound on such wools and of 10 cents per pound on all other, merino sheep husbandry declined. Under it sheep declined in number from 50,626,626 in 1884, with a wool clip of 308,000,000 pounds, to only 43,431,136 in 1891, producing 285,000,000 pounds.

How can sheep husbandry prosper *now* even with a duty of 12 cents?

The Ohio Wool Growers Association, in January, 1896, were right in asking for a tariff of 15 cents per pound.

\* The Boston *protected* price was then, for American WASHED, 40½ cents per pound.



## THIRD EVIDENCE IN FAVOR OF THE RATE—THE TARIFF ACT OF 1890.

The act of 1890 gave to unwashed merino a duty of 11 cents per pound when the world's London price was equal to  $16\frac{2}{3}$  cents on unwashed merino shrinking  $66\frac{2}{3}$  per cent, and the protected American price on washed merino was 35 cents.

Under that act sheep husbandry barely lived—LIVED ON HOPE more than realized benefits—hope deferred—with declining wool prices, and lived ONLY because the world's prices of all farm products from *some cause, or causes*, were so low, that wool was placed in the midst of disasters, and the inadequate tariff, as conditions soon became, was merely a *tabula in naufragio*, only awaiting the shipwreck which came with the free-wool act of 1894.

It has been well described "as an act of confiscation" entitled to ample compensation.

## CALL A HALT IN THE WARFARE AGAINST WOOLGROWERS.

It is time to call a halt in the warfare on sheep husbandry commencing with the act of 1883. Without hostile legislation, it is beset with dangers which no other agricultural industry encounters. Dogs, dogs, everywhere! Coyotes, wolves, and free-wool legislation, worse than wolves! It encounters losses by disease, storms, blizzards. It now appeals for help.

Certainly enough has been said to show that a duty of 12 cents per pound is very moderate indeed.

But there is more—

## FOURTH EVIDENCE IN FAVOR OF RATE.

The able secretary of the National Association of Wool Manufacturers in the September, 1896, bulletin of the association says:

The market reports show that the world's production of wool has doubled since 1870, and that the demand for it has been steadily lagging behind this enormous increase in supply.

The clip of the present year, according to the annual estimates of the National Association, will not exceed 270,000,000 pounds, and the average FARM VALUE WILL NOT EXCEED 8 CENTS A POUND, reducing the total value to \$20,800,000—a loss of 60 per cent.

And the accuracy of this is proved by statistics of prices in 1896. (See ESPECIALLY Senate Document No. 17, December, 1896, pp. 107–110, 133–136.)

If the duty of 12 cents would give a protective benefit of 12 cents, the average farm value would only be 20 cents, but this will not give just compensation for merino wool production east of the Missouri River.

But a tariff rate of 12 cents, even with the skirting clause omitted, will not give a protective benefit of more than 8 cents in competition with Australasian merino shrinking only 50 per cent in scouring. The LIGHTEST will be imported, and it will for that reason command all of 3 or 4 cents per pound in our markets more than our AVERAGE merino.

Added to this is the advantage in freights in favor of Australasian wool.

There is still another mode of estimating needed duty.

## FIFTH EVIDENCE IN FAVOR OF THE RATE.

In order to fix the proper tariff duty for wools, it is necessary to ascertain—

1. The cost of production.



2. The cost of shipment from the farm or ranch to the ultimate market, including (1) local wool buyers' profits, (2) freight charges, (3) commissions of wool dealers, (4) insurance and interest.

3. The free-wool farm value—that is, the price at the local market nearest to the farm or ranch under free wool, as in the past two years.

It is manifest that the London or other foreign price of competing wools is not a safe or just basis on which to make an estimate in fixing duties, because—

1. The foreign wools selected to be imported into the United States will *always* be (1) of the best of any particular class, and (2) having the lightest shrinkage in scouring, and hence (3) will in our American markets command from 3 to 7 cents per pound more than the AVERAGE American wools of similar classes.

2. This is especially so as to foreign wools if imported “skirted.” This has already been shown.

3. The result is that just in so far as the foreign wools of any class will command in our market *more* than the AVERAGE of our American wools of the same class, this excess is so much subtracted from the *nominal tariff*, leaving a *protective benefit* of only the *tariff rate* less the *higher value of the foreign wool*. (See ESPECIALLY in this connection Senate Document No. 17, December, 1896, p. 126.)

The free-wool farm value has already been shown. (Senate Document No. 17, December, 1896, pp. 29–32, 134–137, 164.) But in this connection it is proper to show the farm value for merino wool, as follows:

Table showing the price per pound for the leading grades of American wool in the Eastern market, etc.

| Grade.                                                                             | 1895.                                             |                       |                                                   |                       | 1896.                                             |                       |                         |                          |                         |                         |
|------------------------------------------------------------------------------------|---------------------------------------------------|-----------------------|---------------------------------------------------|-----------------------|---------------------------------------------------|-----------------------|-------------------------|--------------------------|-------------------------|-------------------------|
|                                                                                    | Price in market, Philadelphia and Boston, Jan. 1. | Price on farm Jan. 1. | Price in market, Philadelphia and Boston, July 1. | Price on farm July 1. | Price in market, Philadelphia and Boston, July 1. | Price on farm July 1. | Price in market Aug. 1. | Price in market Sept. 1. | Price in market Oct. 1. | Price in market Nov. 1. |
| Fine merino:                                                                       |                                                   |                       |                                                   |                       |                                                   |                       |                         |                          |                         |                         |
| Ohio XX fine unwashed.....                                                         | \$0.13                                            | \$0.10                | \$0.13                                            | \$0.10                | \$0.12                                            | \$0.09                | \$0.12                  | \$0.12                   | \$0.13                  | \$0.13                  |
| Ohio XX scoured.....                                                               | .36½                                              | .....                 | .34½                                              | .....                 | .35½                                              | .....                 | .35½                    | .35½                     | .37½                    | .39½                    |
| Territorial:                                                                       |                                                   |                       |                                                   |                       |                                                   |                       |                         |                          |                         |                         |
| Montana fine average, California fine, choice Nevada, and choice fine Wyoming..... | .10                                               | .05                   | .10                                               | .05                   | .09                                               | .04                   | .08                     | .08                      | .08½                    | .09                     |
| Montana, California, Nevada, and Wyoming fine scoured.....                         | .33½                                              | .....                 | .33½                                              | .....                 | .30                                               | .....                 | .26½                    | .26½                     | .28½                    | .30                     |

It should be here noticed that the average merino of Ohio and States similarly located is *not* XX, and the average farm value of unwashed would be not exceeding 9 cents (free wool, world's price), even if the present world's prices can be maintained, as they can not.

If we make the very liberal estimate that a duty of 12 cents would give a protective benefit of 10 cents, as against Argentina unwashed and against Australasian unskirted unwashed merino made dutiable



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as washed, as our bill proposes, the protective benefit would give for our unwashed merino, shrinking  $66\frac{2}{3}$  per cent, as follows:

| Grade of wool, fine merino.                                                                           | Free-wool farm price. | Protective tariff benefit of 12 cents duty. | Protected farm price. |
|-------------------------------------------------------------------------------------------------------|-----------------------|---------------------------------------------|-----------------------|
|                                                                                                       | Cents.                | Cents.                                      | Cents.                |
| Ohio X .....                                                                                          | 10                    | 10                                          | 20                    |
| Territorial:<br>Montana fine average, California fine, choice Nevada, and<br>choice fine Wyoming..... | 5                     | 10                                          | 15                    |

The free-wool farm value is as given by Justice, Bateman & Co. (Senate Document No. 17, December, 1896, pp. 110, 136, 164.)

A Texas woolgrower, writing from Seymour December 1, 1896, to Justice, Bateman & Co., said:

In October, 1891, my clip was sold at  $20\frac{1}{2}$  cents per pound net, while my 1894 clip netted me about  $5\frac{1}{2}$  cents, my 1895 clip netted me  $4\frac{1}{2}$  cents, and 1896 less than 4 cents. I have the accounts of sales to substantiate what I say if any one doubts it. The cost of raising sheep has increased instead of decreased, as we have to pay for all the range we use. It costs me \$300 per year to range 2,000 sheep, \$35 per month for labor, about \$10 per month for board, a wagon and team, a camp outfit, salt, and many incidental expenses not enumerated, which make the cost to us nearly 50 cents a head to run our sheep, and besides we have wolves to kill the sheep.

This year's clip of this section of Texas was all shipped out by the 1st of July, and has been sold in St. Louis at 6 cents, netting the growers less than 4 cents. (Senate Document No. 17, December, 1896, p. 165; Senate Document No. 17, December, 1895, p. 168, 210.)

But if the free-wool farm value in Texas and the Rocky Mountain region should even be 8 cents, with a protective benefit of 10 cents the price would only be 18 cents.

These prices will *not* pay the fair cost of producing merino wools.

The California Wool Association sent the following communication to the Senators and Members of Congress; also to the members of the Ways and Means Committee of the House of Representatives, relative to the hearing of the prospective tariff on wool on the 6th proximo:

SAN FRANCISCO, *December 28, 1896.*

We wish to call your attention and careful consideration to the following facts concerning the wool industry:

The decrease in the clip of the United States for the year 1895 was enormous, and for 1896 will be yet more disastrous. In addition to this enormous falling off in production, prices have fallen so low that it no longer pays the cost of growing. In many instances in our State during the past two years well-known woolgrowers have offered their fall clip of wool to anyone who would shear and take it away, because the expenses of shearing and marketing were greater than its value, thus showing the deplorable condition of the wool industry. Owing to this serious condition of affairs, the California wool clip will show a loss for 1896 of fully 6,000,000 pounds, and the decline in the value of sheep has been about 70 per cent.

## PRICES.

|                                                          | Cents.   |
|----------------------------------------------------------|----------|
| Spring California wool before Wilson tariff ranged ..... | 12 to 22 |
| Spring California wool now range .....                   | 4 to 12  |
| Fall California wool before Wilson tariff ranged .....   | 7 to 15  |
| Fall California wool now range .....                     | 2 to 9   |
| Scoured wool before Wilson tariff ranged .....           | 30 to 55 |
| Scoured wool now range .....                             | 12 to 30 |

The manufacturing interests of the country have also suffered greatly. Our domestic manufacturers can not successfully compete with the low wages paid labor in foreign countries.

Wages in England are much lower than in the United States, and in France and Germany still lower.



Japan is rapidly becoming a manufacturing nation. The wages are absurdly low, being from 38 cents a day for their best operators down to 3 cents and 5 cents for unskilled labor.

The immense importations of wool, shoddy, waste, etc., have lessened the demand for raw material, labor, and manufactured product to the detriment of the entire population of the United States. The effect of this has been to enforce idleness and to stop nearly 75 per cent of the woolen machinery in the United States within the past year. There are in the State of California alone seven scouring mills, employing from 400 to 500 hands, which have been very disastrously affected by the enormous importations of scoured wool from foreign countries.

A thorough protective tariff for both wool and woolens, with specific and not ad valorem duty for wool, and a combined specific and ad valorem duty for goods, neither to be less than the McKinley tariff, will insure reasonable prosperity for our whole country.

J. R. HALL,  
A. C. SCHLESINGER,  
M. S. KOSHLAND,  
Committee.

#### THE COST OF PRODUCING WOOLS IN THE UNITED STATES.

It has been shown that the ACTUAL *fair* COST of producing merino wools in the region from Boston to Kansas is *all* of 25 cents per pound, brook washed, *without including anything for profit*, or for risk of loss of sheep by dogs, diseases, or other agencies of destruction, so that such wool should sell for about 30 cents, *farm value*. In Texas the *actual cost* has been estimated at 16 cents *unwashed*, and to allow a fair profit and for risks, interest on investment, etc., the farm value should be at least 20 cents. This would be equal to about 30 cents for fleecce-washed wool. The heavy shrinkage of these wools, and the freight, from 2 to 3 cents per pound to Eastern markets, besides commission, would place Ohio and Texas on about an equal footing.

The evidence to support this is too voluminous now to present, but it will be found in Senate Document No. 17, Fifty-fourth Congress, first session, December, 1895, pages 107, 152; Senate Mis. Doc. No. 35, Fifty-third Congress, second session, January, 1894, pages 36, 68, 99, 253, 254, 265, 269, 270, 279, 288; also Mis. Doc., same session, No. 77, pages 60, 69, 82, 101.

#### SIXTH REASON FOR THE RATE.

(1) *Change of conditions since the act of 1890 was passed.*—Even if the act of 1890 had been adequate—as it was not in the form in which it was passed—yet conditions have changed since that time to require increased duties.

A CONCLUSIVE argument in favor of a DECIDED increase of duties on wool has been made by Justice, Bateman & Co., who show *that the world's prices of wools have largely declined since the act of 1890 was passed*. They say:

Messrs. Helmuth, Schwartze & Co., of London, in their March circular, show that the world's supply of wool from 1891 to 1895 had increased from 2,121,000,000 pounds to 2,342,000,000 pounds, an increase in the world's supply in four years of 221,000,000 pounds. The effect of this enormous increase in the supply upon European markets was to depress the foreign price of wool from £13 1s. 2d. per bale in 1891, to only £11 per bale in 1895, a *decline of over 18 per cent*. This was in consequence of the fact that there was then 221,000,000 pounds more wool in the world than the woolen machinery of the world could consume. (Senate Document No. 17, December, 1895, pp. 31, 101.)

The secretary of the National Association of Wool Manufacturers in the bulletin of the association for September, 1896, says:

In the bulletin of this association appear the monthly quotations of the prices of *sixty different varieties* and growths of domestic wools in the Boston markets. Taking



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these quotations by groups, as they are there arranged, and comparing the prices in April, 1890, with the prices in April, 1896, we have the following results, by groups:

|                                                                                                                                             | Average Price.        |                       | Per cent<br>of decline. |
|---------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|-----------------------|-------------------------|
|                                                                                                                                             | April, 1890.          | April, 1896.          |                         |
| Ohio, Pennsylvania, West Virginia, Michigan, New York, New England, Kentucky, Indiana, and Missouri, 24 varieties, washed and unwashed..... | <i>Cents.</i><br>30.3 | <i>Cents.</i><br>17.4 | 42.3                    |
| Texas, California, Oregon, Montana, Wyoming, Utah, Colorado, New Mexico, Georgia, and Southern, 26 varieties, scoured.....                  | 49.1                  | 27.4                  | 44.2                    |
| Pulled wools, 10 varieties, scoured .....                                                                                                   | 45.9                  | 28.5                  | 38                      |
| Total, 60 varieties.....                                                                                                                    | 40.9                  | 23.5                  | 42.4                    |

The average decline in the whole group is 42 per cent.

No other commodity, raw or manufactured, has suffered a decline in value which approximates this. Its extent and significance may be shown in the specific case of Ohio XX wool. It has dropped in [Boston] value, in the face of equal competition, from 29 cents in 1892 to 18½ cents per pound in 1896.

This is Boston price, leaving the farm value only 15½ for WASHED XX while the average Ohio wools will not be XX, but only X. Justice Bateman & Co. put the farm value of XX fine unwashed July 1, 1896, at 9 cents. (Senate Doc. No. 17, December, 1896, p. 27.)

It has been shown above that Australasian good *scoured* merino commanded in the London world's market prices per pound as follows:

|            | Cents. |
|------------|--------|
| 1867 ..... | 68     |
| 1883 ..... | 59     |
| 1890 ..... | 50     |
| 1894 ..... | 36     |
| 1896 ..... | 28     |

This leaves the value of unwashed 9½ cents per pound for 1896. These great declines in the world's prices show the necessity for increased protection.

(2) *A mode of computing the protective benefit of a duty of 12 cents per pound.*—I make a statement, which I submit to Theodore Justice, as follows:

“The competition of the Port Philip Australian merino is of so much importance as to justify a most careful examination of its effect in every mode which will throw light upon the subject.

The Australian wool has SEVERAL advantages over Ohio, but I will first consider *two advantages* over Ohio merino:

1. The advantage of LIGHTER SHRINKAGE, and
2. Less cost in reaching the Boston market.

I will now adopt an UNERRING mode of judging of the effect of Australian competition by a mode of computation which eliminates these elements of advantage.

1. The farm value of Ohio XX unwashed merino July 1, 1896, as stated by Justice, Bateman & Co. (Senate Document No. 17, December, 1896, p. 110), was 9 cents. Their statement is appended hereto in the appendix—Prices of Wools. This, of course, was without any tariff benefit. In the mode of computation now being adopted the advantage of the Australian wool in reaching the Boston market is eliminated.



2. The Australian merino is of so much lighter shrinkage than the Ohio that two unwashed pounds of the Australian will make one scoured pound of wool. The wool circular of J. L. Bowes & Bro., Liverpool, December 19, 1896, quotes Port Phillip (Australian) average unwashed at 8 $\frac{3}{4}$ d. (17 $\frac{1}{2}$  cents), and this can be laid down in Boston, say, for 1 cent, making Boston cost 18 $\frac{1}{2}$  cents, and the Boston value of a scoured pound will be 37 cents.

It will require 3 pounds of our Ohio unwashed to make a scoured pound. This in competition with Australian would give the Ohio wool-grower one-third of 37 cents without tariff for each pound of Ohio unwashed, or 12 $\frac{1}{3}$  cents in the Boston market. But the Port Philip has other advantages in commanding a better price than Ohio.

1. As it is imported skirted it has an advantage of three-fourths of a cent per pound by saving the cost of "sorting." It has been claimed that the "skirting" only added 5 per cent to the scoured value of wool. If this be true, then why do Eastern manufacturers object so strenuously to the removal of the skirting clause? But it is not correct. It has been shown that the cost of sorting alone is three-fourths of a cent a pound.

2. Another advantage of skirting is that by rejecting the inferior portion of the fleece the finer, better portion of the imported fleece will sell for 2 $\frac{1}{4}$  cents per pound in the Boston market more than the Ohio unskirted fleece. The evidence of Hon. George H. Wallace, which has been given, shows this to be a decided *underestimate* of the advantage which the Port Philip wool has in selling price.

3. The Australian merino has another advantage. It is a *softer* wool with a peculiar *luster*, which does not add to its *intrinsic* value, but to, satisfy the demand of a luxurious FASHION, adds to its selling price over the Ohio, say, all of 1 cent per pound. Here, then, are 4 cents per pound advantage which the Port Phillip has over Ohio, and by this amount the protective benefit of tariff rates will be reduced. This leaves the Ohio farm value in competition with Port Phillip, and without the benefit of a tariff, to be only 8 $\frac{1}{3}$  cents. And the accuracy of this estimate is proved by the fact that the average farm value of all wools of this country in 1896 was only 8 cents per pound, which includes medium wool of greater value than merino. The tariff, then, must be such as to make up the difference between 8 $\frac{1}{3}$  cents and the fair *farm* price, which the Ohio woolgrower should have for his wool.

A tariff of 12 cents would at most only make it 20 cents for Ohio unwashed merino, and this is *not* the most ample protection even for Ohio, Pennsylvania, West Virginia, and other States east of the Missouri. It would make the farm value of Michigan unwashed merino even less than 18 cents, with the duty added, as the average Michigan merino does not command as much as Ohio. It will not give a farm or ranche value to Utah and Rocky Mountain unwashed merino of 13 cents per pound, because these wools command less price than Ohio, and it costs them something more to reach the Boston market.

I submitted the foregoing statement to the eminent wool dealer, Theodore Justice, for his opinion thereon. I have his answer as follows:

WASHINGTON, January 7, 1896.

HON. WM. LAWRENCE:

MY DEAR SIR: I have examined your foregoing statement relating to the increased cost of several grades of domestic merino wool (unwashed) by reason of the imposition of 12 cents per pound duty, and find that they closely agree with my own



calculations,\* the maximum difference not exceeding 2 cents per pound in one instance and 1 cent in the other.  
Yours, truly, THEODORE JUSTICE.

There are other considerations not to be overlooked.

- (1) *Whenever our tariff shall be imposed on foreign wool the Australian woolgrower, in order to reach our market, will RÉDUCE HIS PRICE.* This may be inferred from the evidence of Mauger & Avery, found in Senate Document No. 17, December, 1896, page 63, and which is given in a subsequent part of this argument.
- (2) And the evidence of Hon. George H. Wallace, which I have presented, shows that the Australian woolgrowers can well afford to reduce their price.

AN ERRONEOUS MODE OF COMPUTATION.

Those who are opposing adequate protection for American wool-growers make their estimates on Port Phillip SUPERIOR unwashed merino, which is quoted by J. S. Bowes & Bro. at 11d. (22 cents), while the AVERAGE is 8¾d. (17½ cents).

But in making a proper protective tariff we must take the AVERAGE American merino, and contrast it with the AVERAGE Port Phillip. And Ohio XX is better than the average American merino. That is, this is so if we assume that Port Phillip is the only merino competing with our American merino.

Those who oppose adequate protection omit to quote the price of OTHER Australian and Cape and Argentina merino competing with

\*Table below, which was calculated upon experience with the McKinley duty of 11 cents on unwashed wool of the first class, and is found in one of the wool circulars of Justice, Bateman & Co.:

American wool, Philadelphia and Boston prices.

[In the third column is shown the amount of protection that actually resulted from the McKinley law on twelve leading grades of American wool; in the fourth column the rates per pound that the McKinley law provided on foreign grades of like kind and quality; in the fifth column an estimate of the amount of protection that the Dingley bill would have supplied if the bill had been passed last winter, and before its influence had been partly discounted by excessive importations.]

| Grades.                                                                 | 1<br>Price in August, 1892,<br>second year of McKin-<br>ley law. | 2<br>Price in August, 1896,<br>second year of Wilson-<br>Gorman law. | 3<br>Amount of protection per<br>pound on each grade<br>under McKinley law. | 4<br>Duty under McKinley law. | 5<br>Amount of protection per<br>pound on each grade<br>under Dingley bill as<br>now proposed. |
|-------------------------------------------------------------------------|------------------------------------------------------------------|----------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------------|------------------------------------------------------------------------------------------------|
| Ohio XX washed.....                                                     | 29                                                               | 17                                                                   | 12                                                                          | 22                            | 7¾                                                                                             |
| Ohio medium washed.....                                                 | 33                                                               | 19                                                                   | 14                                                                          | 22                            | 8½                                                                                             |
| Ohio coarse washed (one-fourth blood) .....                             | 32½                                                              | 18½                                                                  | 14                                                                          | 12                            | 8½                                                                                             |
| Ohio fine unwashed .....                                                | 21½                                                              | 11¾                                                                  | 9¾                                                                          | 11                            | 5¾                                                                                             |
| Indiana and Missouri fine unwashed.....                                 | 19½                                                              | 10                                                                   | 9½                                                                          | 11                            | 5½                                                                                             |
| Indiana and Missouri medium unwashed (one-half blood) ..                | 25½                                                              | 14                                                                   | 11½                                                                         | 11                            | 6½                                                                                             |
| Indiana and Missouri coarse unwashed (one-fourth blood) ..              | 24½                                                              | 14½                                                                  | 10½                                                                         | 11                            | 6½                                                                                             |
| Texas, Utah, Oregon, and Montana fine, shrink under 70<br>per cent..... | 17                                                               | 8½                                                                   | 8½                                                                          | 11                            | 5                                                                                              |
| XX Ohio scoured.....                                                    | 60                                                               | 35                                                                   | 25                                                                          | 33                            | 15                                                                                             |
| Ohio medium scoured.....                                                | 55                                                               | 32                                                                   | 23                                                                          | 33                            | 13¾                                                                                            |
| Ohio one-fourth blood scoured.....                                      | 43                                                               | 25                                                                   | 18                                                                          | 36                            | 10¾                                                                                            |
| Texas, Utah, Oregon, and Montana fine scoured.....                      | 57                                                               | 28½                                                                  | 28½                                                                         | 33                            | 17                                                                                             |



our American merino. The December (1896) Liverpool wool circular of J. L. Bowes & Bro. quotes as follows:

Adelaide unwashed average, 6d. (12 cents).  
 New Zealand unwashed average, 7½d. (15 cents).  
 Montevideo merino unwashed superior, 7d. (14 cents).  
 Lima unwashed superior, 6d. (12 cents).

Thus it is seen *these wools* come in at less price than the Port Phillip. These are merino wools, with which Ohio and the Rocky Mountain region must compete, and it is manifest that even a duty of 12 cents per pound in competition with these wools will NOT give "the most ample protection."

And now I submit that the CONCLUSION is, that the proposed duty of 12 cents per pound on unwashed merino is less than it should be—less than "the most ample protection."

And I insert the wool circular from which I have quoted as follows:

[From J. L. Bowers & Bro.'s Private Circular, Liverpool, December 19, 1896.]

*Imports and exports of the United Kingdom.*

MOVEMENTS DURING THE MONTH OF NOVEMBER.

|                                            | November,<br>1896. | November,<br>1895. | Increase (+)<br>or decrease<br>(—) in 1896. |
|--------------------------------------------|--------------------|--------------------|---------------------------------------------|
| Total imports.....                         | £42,502,969        | £39,006,941        | + £3,496,028                                |
| Total exports:                             |                    |                    |                                             |
| Home productions and manufactures.....     | 18,539,853         | 19,540,333         | — 1,000,480                                 |
| Foreign productions and manufactures ..... | 4,380,431          | 4,364,070          | + 16,361                                    |
| Total trade.....                           | 65,423,253         | 62,911,344         | + 2,511,909                                 |

In the following table are given the complete figures for the eleven months:

|                                           | Eleven<br>months, 1896. | Eleven<br>months, 1895. | Increase (+)<br>or decrease<br>(—) in 1896. |
|-------------------------------------------|-------------------------|-------------------------|---------------------------------------------|
| Total imports.....                        | £398,303,740            | £379,750,023            | + £18,553,717                               |
| Total exports:                            |                         |                         |                                             |
| Home productions and manufactures.....    | 219,631,003             | 206,989,636             | + 12,641,367                                |
| Foreign productions and manufactures..... | 50,853,653              | 54,943,317              | — 4,089,664                                 |
| Total trade.....                          | 668,788,396             | 641,682,976             | + 27,105,420                                |

Apart from the business in raw wool, the total value of exports of manufactures of wool and wool yarn for the eleven months were:

|            |             |
|------------|-------------|
| 1894 ..... | £18,366,115 |
| 1895 ..... | 24,828,537  |
| 1896 ..... | 23,503,282  |

*Quotations.*

CLASS No. 1.

[Jannock—Clothing wool.]

|                            |     |                                              |     |
|----------------------------|-----|----------------------------------------------|-----|
| Port Phillip, unwashed:    | d.  | Sydney, unwashed—Continued:                  | d.  |
| Superior .....             | 11  | Good .....                                   | 9   |
| Average .....              | 8½  | Monte Video, merino, unwashed:               |     |
| Inferior and faulty .....  | 6½  | Superior .....                               | 7   |
| Crossbred, superfine ..... | 11  | Good average .....                           | 6½  |
| Crossbred, faulty .....    | 8   | Lima, unwashed:                              |     |
| Adelaide, unwashed:        |     | Superior .....                               | 6   |
| Superior .....             | 8½  | Average .....                                | 5½  |
| Average .....              | 6   | Abudia, unwashed, average .....              | 5½  |
| New Zealand, unwashed:     |     | Casabianca, unwashed, average .....          | 4½  |
| Superior .....             | 9½  | Peruvian, washed, average .....              | 7½  |
| Good .....                 | 8½  | Port Philip, washed, average .....           | 13½ |
| Average .....              | 7½  | Buenos Ayres, pulled, washed, average, comb- |     |
| Crossbred, superior .....  | 10½ | ing .....                                    | 11½ |
| Crossbred, Lincoln .....   | 9½  | Chilian, unwashed:                           |     |
| Sydney, unwashed:          |     | Merino, good .....                           | 5½  |
| Superior .....             | 10  | Mestizo, good .....                          | 5½  |

Actual tare and 1 pound per 112 pounds draft, except upon Buenos Ayres pulled, on which draft is not allowed.



## Quotations—Continued.

## CLASS No. 2.

[Laboring—Combing English wools.]

| English:                               | d.  | English—Continued:                       | d.  |
|----------------------------------------|-----|------------------------------------------|-----|
| Nottingham hogs .....                  | 11½ | Norfolk down tegs .....                  | 10  |
| Nottingham wethers .....               | 9½  | Norfolk down ewes .....                  | 9½  |
| Yorkshire hogs .....                   | 11½ | Norfolk half-bred hogs .....             | 10  |
| Yorkshire wethers .....                | 9½  | Norfolk half-bred wethers .....          | 9½  |
| Kent wethers, super .....              | 9½  | Irish:                                   |     |
| Southdown tegs .....                   | 10½ | Selected hogs .....                      | 10½ |
| Southdown flocks, ½ tegs, ¾ ewes ..... | 10  | Selected wethers .....                   | 9½  |
| Sussex picked tegs .....               | 10½ | Super hogs (including the pick) .....    | 10½ |
| Sussex flocks, ½ tegs, ¾ ewes .....    | 10½ | Super wethers (including the pick) ..... | 10  |
| Shropshire hogs ("picked") .....       | 10½ | Cheviot:                                 |     |
| Shropshire wethers ("picked") .....    | 10½ | Hogs, washed .....                       | 11  |
| Radnor fleeces .....                   | 8½  | Wethers, washed .....                    | 10  |
| Hereford hogs .....                    | 9½  | Half-breds:                              |     |
| Lincoln hogs .....                     | 11  | Hogs, washed .....                       | 10½ |
| Lincoln wethers .....                  | 10  | Wethers, washed .....                    | 9½  |

[Laminate—Alpaca, mohair, etc.]

| Alpaca:                                         | d.  | Mohair, Van:                                 | d.      |
|-------------------------------------------------|-----|----------------------------------------------|---------|
| Islay fleece, good average .....                | 15  | White (nominal) .....                        | 12½     |
| Islay fleece, average .....                     | 14½ | Colors (nominal) .....                       | 11      |
| Juli fleece .....                               | 11½ | Mohair, Cape:                                |         |
| Chala fleece .....                              | 11  | Average fleece, white .....                  | 15½     |
| Callao fleece .....                             | 9½  | Ordinary fleece, white .....                 | 13½     |
| Islay, seconds .....                            | 8½  | Turkey mohair matchings:                     |         |
| Llama .....                                     | 8½  | Our 6s. quality .....                        | (a)     |
| Huarizo .....                                   | 9½  | Our 5s. quality .....                        | (a)     |
| Vicuna .....                                    | 42  | Cape mohair matchings, our 6s. quality ..... | (a)     |
| Mohair, Turkey, fair average:                   |     | Cashmere:                                    |         |
| Angora .....                                    | 16½ | Bombay, white .....                          | 6       |
| Castamboul .....                                | 16  | Bombay, colored .....                        | 5       |
| Beybazar .....                                  | 16½ | China, white .....                           | 8 to 10 |
| Eskessier .....                                 | 16½ | China, colored .....                         | 4½ to 9 |
| Mohair, Turkey, our fine selected fleeces ..... | 17½ |                                              |         |

A discount of 5 per cent is allowed on Turkey mohair fleece and inferiors. Cape mohair is generally sold without discount. No discount on Van mohair. Alpaca fleece is sold with 1½ per cent discount, except Callao fleece, and seconds, llama, Huarizo, and other inferiors, which are net. Mohair and alpaca matchings are sold with varying discounts, but our quotations are without discount.

## CLASS NO. 3.

[Magnetic—Carpet wools.—English markets.]

| East India candahar:                   | d.       | East India marwhar, very coarse:                        | d.      |
|----------------------------------------|----------|---------------------------------------------------------|---------|
| Best soft white .....                  | 8        | White .....                                             | 5½      |
| Soft white .....                       | 7½       | Yellow .....                                            | 3½ to 4 |
| Pale yellow .....                      | 7½       | Gray and black .....                                    | 3½      |
| White pieces .....                     | 5½       | Thibet, unwashed:                                       |         |
| Gray and black .....                   | 4½ to 5½ | White, good .....                                       | 6½      |
| Unwashed and unsorted, average .....   | 4½       | White, average .....                                    | 6       |
| East India vicaneer:                   |          | Colored, average .....                                  | 4½      |
| First white .....                      | 9        | Bagdad, white, washed:                                  |         |
| First yellow .....                     | 8½       | Superior .....                                          | 7½      |
| Second yellow .....                    | 7½       | Average .....                                           | 7       |
| East India joria:                      |          | Bagdad, black and brown, washed:                        |         |
| First white .....                      | 10½      | Superior .....                                          | 6½      |
| First yellow .....                     | 8        | Average .....                                           | 6½      |
| First colored .....                    | 7        | Bagdad, fawn, washed:                                   |         |
| East India khelat:                     |          | Superior .....                                          | 6½      |
| White .....                            | 4½ to 5  | Average .....                                           | 6½      |
| Yellow .....                           | 3½ to 4  | Bagdad, gray and mixed, washed, average .....           | 6       |
| Yellow locks .....                     | 3½ to 4  | Bushire, unwashed:                                      |         |
| Gray and black .....                   | 3½       | Yellow .....                                            | 5½      |
| East India pac pathan:                 |          | Light gray .....                                        | 4½      |
| White .....                            | 6½ to 7½ | Brown .....                                             | 4½      |
| Yellow .....                           | 5 to 7½  | Awassi:                                                 |         |
| Yellow pieces .....                    | 4½       | White, washed .....                                     | 6½      |
| Gray and black .....                   | 4        | Colored, washed .....                                   | 5       |
| East India pathan:                     |          | Karadi:                                                 |         |
| White .....                            | 5½ to 6½ | White, washed, average .....                            | 5½      |
| Yellow .....                           | 4 to 4½  | Colored, washed .....                                   | 4½      |
| Yellow pieces .....                    | 3½ to 4  | Persian (Aleppo, etc.), unwashed:                       |         |
| Gray and black .....                   | 4        | White, uncleaned .....                                  | 4½      |
| East India vicaneer and joria, coarse: |          | Colored, uncleaned .....                                | 3½      |
| White .....                            | 5½ to 6½ | White, "our" cleaned .....                              | 4½      |
| Yellow .....                           | 4 to 5   | White, "ordinary" cleaned .....                         | 4½      |
| Yellow pieces .....                    | 4 to 4½  | Persian, uncleaned, white with 10 per cent colors ..... | 4       |
| Gray and black .....                   | 3½       |                                                         |         |

a Nominal.



## Quotations—Continued.

## CLASS NO. 3—Continued.

## [Magnetic—Carpet wools.—English markets.]

|                                           |     |                                             |     |
|-------------------------------------------|-----|---------------------------------------------|-----|
| Smyrna, unwashed:*                        | d.  | Kassapatchia (Turkey skin) unwashed:        | d.  |
| Yerli, short .....                        | 4½  | First white .....                           | 7½  |
| Yerli, long .....                         | 4½  | Second white .....                          | 6½  |
| Cherzoun .....                            | 4½  | Third white .....                           | 4½  |
| Bouldour .....                            | 4½  | First colored .....                         | 6½  |
| Caissar .....                             | 5   | Second colored .....                        | 4½  |
| Cyprus, white, unwashed, average .....    | 4½  | Third colored .....                         | 3½  |
| Cordova, white, unwashed, average .....   | 5   | Zackel:                                     |     |
| Valparaiso, white, unwashed, "common" ... | 4½  | Half-washed, dark gray .....                | 4½  |
| China, white:                             |     | Washed, white, skin .....                   | 6½  |
| Washed, average .....                     | 6½  | Washed, gray, fleece .....                  | 5   |
| Unwashed, average .....                   | 4½  | Washed, light gray, fleece .....            | 5½  |
| Unwashed, ordinary .....                  | 3½  | Unwashed, gray and brown, average .....     | 3½  |
| Egyptian, washed:                         |     | Unwashed, dark gray, good, long .....       | 3   |
| White, extra .....                        | 10½ | Oporto, washed:                             |     |
| White, 1st .....                          | 9½  | White fleece .....                          | 7½  |
| White, 2d .....                           | 8½  | Yellow fleece .....                         | 5½  |
| Yellow, extra .....                       | 10  | Black fleece .....                          | 6   |
| Egyptian, washed:                         |     | Cotts .....                                 | 5   |
| Yellow, average .....                     | 7½  | Lambs .....                                 | 5½  |
| Colored locks .....                       | 5   | Oporto, unwashed, white fleece .....        | 3½  |
| Colored skin .....                        | 4   | Castel Branco, washed:                      |     |
| Donskoi, washed:                          |     | White fleece .....                          | 10½ |
| White, combing, Taganrog .....            | 7½  | Yellow fleece .....                         | 8½  |
| White, carding, Taganrog .....            | 7½  | Lambs .....                                 | 7½  |
| White, carding, Moscow .....              | 7½  | Castel Branco, unwashed, white fleece ..... | 4   |
| Light gray, long .....                    | 6½  | Iceland, washed, white:                     |     |
| Dark gray, long .....                     | 6   | Superior .....                              | 9½  |
| Black and gray, short .....               | 5   | Average .....                               | 8½  |
| Donskoi, autumns, white .....             | 6½  | Ordinary .....                              | 7½  |
| Donskoi, unwashed:                        |     | Syrian, washed, white, skin .....           | 6   |
| White, good .....                         | 4½  | Smyrna, washed:                             |     |
| White, ordinary .....                     | 3½  | White skin .....                            | 6   |
| Gray .....                                | 3½  | Gray skin .....                             | 4   |
| Crimean, washed, white:                   |     | Bokhara, washed:                            |     |
| Fleece .....                              | 6½  | White .....                                 | 6   |
| Autumns .....                             | 6½  | Light gray .....                            | 5½  |
| Crimean, brook-washed:                    |     | Dark gray .....                             | 4½  |
| White, fleece .....                       | 5½  | Black and gray .....                        | 4½  |
| Gray, fleece .....                        | 4   | All colors (about 20 per cent white) .....  | 4½  |
| White, autumns .....                      | 5½  | Scotch, highland fleece:                    |     |
| Gray, autumns .....                       | 3½  | White, undipped, good .....                 | 5½  |
| Calmuc, white (really reddish gray):      |     | White, slightly dipped .....                | 5½  |
| Superior .....                            | 4½  | White, dipped .....                         | 5½  |
| Average .....                             | 4   | White, washed .....                         | 6½  |
| Unwashed .....                            | 2½  | Laid or yellow, average .....               | 4   |
| Servian, washed, white, skin:             |     | Scotch, choicest, haslock, white:           |     |
| Combing .....                             | 5½  | Combing, washed .....                       | 8½  |
| Carding .....                             | 5½  | Carding, washed .....                       | 8   |
| Ordinary .....                            | 5½  | Scotch, average:                            |     |
| Servian, washed, gray, skin .....         | 4   | Haslock, white, combing, washed .....       | 8   |
| Galatz, washed, dark gray, long .....     | 4½  | Bonnet, washed .....                        | 7½  |
| Bed wool, washed:                         |     | Light gray, washed .....                    | 6½  |
| White (really light gray) .....           | 3½  | Dark gray, washed .....                     | 6   |
| Gray .....                                | 2   | Coarse gray skin .....                      | 3   |
| Gray and black .....                      | 2   |                                             |     |

Actual tare and 1 pound per 112 pounds draft in English markets, except upon pulled wools, on which draft is not allowed. Scotch highland fleece is sold with actual tare, no draft, and bags are charged for at 18d. to 24d. each. No draft is allowed in Syria and other foreign markets.

## [Memolite—Carpet wools.—Continental markets.]

|                                   |    |                                    |    |
|-----------------------------------|----|------------------------------------|----|
| Georgian, first clip:             | d. | Georgian, second clip—Continued.   | d. |
| BO, washed, white .....           | 5½ | GC, unwashed, light gray .....     | 4  |
| B, half-washed, white .....       | 4½ | GF, unwashed, dark gray .....      | 3½ |
| BS, unwashed, white .....         | 4½ | M, unwashed pieces .....           | 2½ |
| GC, half-washed, light gray ..... | 4  | Tarakama, unwashed:                |    |
| GF, half-washed, dark gray .....  | 4  | BT, white, touched with gray ..... | 3½ |
| M, pieces .....                   | 2½ | GCT, light gray .....              | 3½ |
| Georgian, second clip:            |    | CFT, dark gray .....               | 3½ |
| A, lambs' .....                   | 5½ | Tartary, unwashed:                 |    |
| B, half-washed, white .....       | 5½ | BT, white, touched with gray ..... | 3  |
| BS, unwashed, white .....         | 4½ | GC, light gray .....               | 3  |
| GCA, gray lambs .....             | 4½ | GF, dark gray .....                | 3  |

\* NOTE.—The above prices for Smyrna are for wool as clipped, and include: In short Yerli, about 18 per cent colored; in long Yerli, about 12 per cent 2d white and 16 per cent colored; in Cherzoun, about 12 per cent 2d white and 16 per cent colored; in Bouldour and Caissar, about 13 per cent colored. Any of these Smyrna wools may be bought "cleaned" (i. e., free from colors, dung, locks, and stuffings) at ½d. to ¾d. per pound over the quotations given above. Actual figures cabled on application.



# 1396 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

## Quotations—Continued.

### CLASS NO. 3—Continued.

#### [Nemolite—Carpet wools—Continental markets.]

|                                 | Pence.   |                                    | Pence. |
|---------------------------------|----------|------------------------------------|--------|
| Nouka, first clip:              |          | Turkey, washed, white skin—Cont'd. |        |
| BS, unwashed, white.....        | 3½ to 4½ | Ordinary.....                      | 5½     |
| GC, unwashed, gray.....         | 3½       | Greek, unwashed, white.....        | 4      |
| Nouka, second clip:             |          | Missolonghi, unwashed, white.....  | 4½     |
| A, unwashed, lambs'.....        | 5½       | Dalmatian, unwashed, white.....    | 4½     |
| B, half-washed, white.....      | 4½       | Valona, unwashed, white.....       | 4½     |
| GC, unwashed light gray.....    | 3½       | Albanian, unwashed, white.....     | 4½     |
| Donskoi, unwashed, white.....   | 3½       | Prevesa, unwashed, white.....      | 4½     |
| Zurcana, unwashed, white.....   | 3½       | Salonica:                          |        |
| Samsun, unwashed, white.....    | 4        | Unwashed, white, fine.....         | 4½     |
| Cyprus, unwashed, white.....    | 4½       | Unwashed, white, coarse.....       | 4      |
| Angora, unwashed, white.....    | 4½       | Volo, unwashed, white, coarse..... | 4½     |
| Smyrna, unwashed, white.....    | 4½       | Sardinian, unwashed, white.....    | 3      |
| Caramanie, unwashed, white..... | 4½       | Corsican, unwashed, black.....     | 2½     |
| Eskessier, unwashed, white..... | 4½       | Pyrenees, unwashed, white.....     | 5½     |
| Erzerum, unwashed, white.....   | 3½       | Khorassan, first clip:             |        |
| Mosdock, unwashed, white.....   | 4        | B, washed, white fleece.....       | 6½     |
| Corfu, unwashed, white.....     | 4        | B2, washed, white pieces.....      | 5      |
| Caracache:                      |          | GC, washed, light gray fleece..... | 5      |
| Washed, white.....              | 4½ to 5½ | GF, washed, dark gray fleece.....  | 4½     |
| Unwashed, white.....            | 3½       | MB, washed, light gray pieces..... | 3½     |
| Mossoul:                        |          | Khorassan, second clip:            |        |
| Partly washed, white.....       | 5½       | B, washed, white.....              | 6½     |
| Unwashed, white.....            | 4 to 4½  | GC, washed, light gray.....        | 4½     |
| Washed, white.....              | 5½ to 7½ | GF, washed, dark gray.....         | 4½     |
| Aleppo, unwashed, white.....    | 4½       | GM, washed, gray pieces.....       | 3½     |
| Aleppo, washed:                 |          | Turkestan, washed:                 |        |
| White.....                      | 6½ to 8½ | White, average.....                | 5½     |
| Light gray.....                 | 5½       | Light gray, average.....           | 4½     |
| Dark gray.....                  | 4½       | Dark gray, average.....            | 4½     |
| Damascus, unwashed, white.....  | 4½       | Turkestan, unwashed:               |        |
| Syrian, limed skin, white.....  | 5½       | White.....                         | 2½     |
| Turkey, washed, white skin:     |          | Light gray.....                    | 2½     |
| Combing.....                    | 5½       | Dark gray.....                     | 2½     |
| Carding.....                    | 5½       |                                    |        |

Actual tare, no draft.

#### [Pacifier—Camels' hair, noils and tops.]

| Camel hair, Russian: |    | Camel hair noils—Continued.      |     |
|----------------------|----|----------------------------------|-----|
| Good average.....    | 4½ | Superior.....                    | 14½ |
| Average.....         | 4½ | Fine.....                        | 12  |
| Ordinary.....        | 4½ | Camel hair tops:                 |     |
| Camel hair, Chinese: |    | Choicest, from Chinese hair..... | 27  |
| First.....           | 9½ | Superior, from Chinese hair..... | 23  |
| Second.....          | 6½ | Medium, from Chinese hair.....   | 16  |
| Third.....           | 6  | Low, from Chinese hair.....      | 11½ |
| Camel hair noils:    |    | Average, from Russian hair.....  | 11½ |
| Choicest.....        | 22 | Ordinary, from Russian hair..... | 11  |

Actual tare, no draft.

#### [Quaternion—Silk waste.]

| Silk waste or noils, white: |     | Silk waste or noils—Continued. |    |
|-----------------------------|-----|--------------------------------|----|
| Superior.....               | 14½ | Average.....                   | 9  |
| Good.....                   | 10½ | Ordinary.....                  | 6½ |

Actual tare, no draft.

#### [Rabidness—Wool waste.]

| Wool waste:                        |            | Wool waste, new, white garnetted—Cont'd. |    |
|------------------------------------|------------|------------------------------------------|----|
| New ring waste, white.....         | 16½ to 17½ | B quality.....                           | 10 |
| New thread waste.....              | 11 to 15   | C quality.....                           | 8  |
| Wool waste, new, white, garnetted: |            |                                          |    |
| A quality.....                     | 13         |                                          |    |

Actual tare, no draft.

#### [Sackcloth—Cow, calf, and goat hair.]

| Cow, Russian:              |    | Calf, German, white:              |         |
|----------------------------|----|-----------------------------------|---------|
| White, superior, long..... | 7  | Superior.....                     | 6½      |
| White, average, long.....  | 5½ | Average.....                      | 5½      |
| Black, superior, long..... | 3½ | Common.....                       | 4       |
| Fawn, superior, long.....  | 3½ | Cow, English, white:              |         |
| Gray, superior, long.....  | 3½ | Good.....                         | 4½      |
| Cow, German, white:        |    | Ordinary.....                     | 3½      |
| Good.....                  | 5½ | Cow and calf, brown and gray..... | 1 to 1½ |
| Average.....               | 5½ |                                   |         |
| Common.....                | 4  |                                   |         |

Neither tare nor draft allowed.



## Quotations—Continued.

## CLASS NO. 3—Continued.

[Tabard—Noils.]

|                |        |                |          |
|----------------|--------|----------------|----------|
| Australian:    | Pence. | Iceland:       | Pence.   |
| Superior ..... | 13½    | Superior ..... | 12½      |
| Good .....     | 10     | Good .....     | 8        |
| English:       |        | Cashmere:      |          |
| Superior ..... | 10     | White .....    | 27 to 28 |
| Good .....     | 8½     | Gray .....     | 17 to 22 |

Actual tare, no draft.

The course of the wool market.

## CLOTHING WOOL (FINE).

|                                             | Extremes during the<br>10 years prior to 1895. |         |       |          | Average,<br>1885-1894. | 1895.      |         |          |              | Change during 1895 (ad-<br>vance). | Price at close of 1895, as<br>compared with the av-<br>erage of 10 years. | Price<br>to-day. |
|---------------------------------------------|------------------------------------------------|---------|-------|----------|------------------------|------------|---------|----------|--------------|------------------------------------|---------------------------------------------------------------------------|------------------|
|                                             | Year.                                          | Lowest. | Year. | Highest. |                        | January 1. | Lowest. | Highest. | December 31. |                                    |                                                                           |                  |
|                                             |                                                | d.      |       | d.       | d.                     | d.         | d.      | d.       | d.           | Per ct.                            | Per ct.                                                                   |                  |
| Port Phillip, unwashed, supe-<br>rior ..... | 1886                                           | 8½      | 1889  | 15       | 10.85                  | 9          | 8¾      | 11½      | 11½          | 27.77                              | a 5.99                                                                    | 11               |
| New Zealand, unwashed, good.                | 1894                                           | 7½      | 1889  | 13       | 9.37                   | 7½         | 7½      | 10       | 9            | 20                                 | b 3.95                                                                    | 8½               |
| Buenos Ayres, unwashed, av-<br>erage .....  | 1894                                           | 4½      | 1889  | 8½       | 5.95                   | 4½         | 4½      | 5½       | 5½           | 24.24                              | b 13.87                                                                   | 4½               |

## CLOTHING WOOL (COARSE).

|                               |      |    |      |    |      |    |    |    |    |       |         |    |
|-------------------------------|------|----|------|----|------|----|----|----|----|-------|---------|----|
| Peruvian, washed, average.... | 1886 | 6¾ | 1886 | 10 | 8.15 | 7¼ | 6¾ | 8¾ | 8½ | 17.24 | a 4.30  | 7½ |
| Lima, unwashed, average ..... | 1894 | 4½ | 1890 | 8½ | 6.22 | 4½ | 4½ | 5¾ | 5  | 11.11 | b 19.61 | 5½ |
| Abudia, unwashed, average ... | 1894 | 5  | 1886 | 7¼ | 5.85 | 5  | 5  | 6  | 5½ | 10    | b 5.98  | 5½ |

## SHEEP SKINS.

|                                             |      |   |      |   |      |   |    |   |    |       |         |   |
|---------------------------------------------|------|---|------|---|------|---|----|---|----|-------|---------|---|
| Buenos Ayres, full-wooled<br>matadero ..... | 1894 | 4 | 1889 | 7 | 5.79 | 4 | 3½ | 5 | 4½ | 12.50 | b 22.28 | 4 |
|---------------------------------------------|------|---|------|---|------|---|----|---|----|-------|---------|---|

## COMBING WOOL.

|                                               |      |    |      |     |       |     |     |     |     |       |         |     |
|-----------------------------------------------|------|----|------|-----|-------|-----|-----|-----|-----|-------|---------|-----|
| Lincoln, hog fleeces .....                    | 1892 | 8¾ | 1889 | 14¾ | 10.61 | 9¾  | 9½  | 16¼ | 15½ | 58.97 | a 46.09 | 11  |
| Lincoln, wether fleeces .....                 | 1892 | 8¼ | 1889 | 12¾ | 9.98  | 9¼  | 9   | 13½ | 12¼ | 32.43 | a 22.74 | 10  |
| Kent, wether fleeces .....                    | 1892 | 9¼ | 1889 | 12½ | 10.50 | 9¼  | 9   | 12¼ | 11¼ | 21.62 | a 7.14  | 9¾  |
| Sussex Down fleeces, flocks...                | 1894 | 9½ | 1886 | 14½ | 12.20 | 9½  | 9¼  | 12  | 11¼ | 18.42 | b 7.79  | 10¼ |
| Alpaca, Islay fleece, good av-<br>erage ..... | 1886 | 11 | 1889 | 26  | 14.42 | 14¾ | 14¼ | 27  | 23  | 55.93 | a 59.50 | 15  |
| Alpaca, Callao fleece, average.               | 1892 | 7½ | 1889 | 19  | 9.57  | 9   | 8¾  | 18½ | 15  | 66.66 | a 56.74 | 9½  |
| Mohair, Turkey fleece, fair<br>average .....  | 1888 | 12 | 1889 | 20  | 14.50 | 14½ | 14½ | 32  | 27½ | 89.65 | a 89.65 | 16½ |

## CARPET AND BLANKET WOOLS.

|                                              |      |    |      |     |       |    |    |     |     |       |         |     |
|----------------------------------------------|------|----|------|-----|-------|----|----|-----|-----|-------|---------|-----|
| East India:                                  |      |    |      |     |       |    |    |     |     |       |         |     |
| First Joria, white .....                     | 1894 | 9  | 1887 | 12¾ | 10.55 | 9  | 8¾ | 10¾ | 10½ | 16.67 | b 0.48  | 10¼ |
| First Candahar, white....                    | 1894 | 7¼ | 1886 | 10½ | 8.92  | 7½ | 7¼ | 8½  | 8¼  | 10    | b 7.51  | 7¾  |
| Pac Pathan, yellow .....                     | 1886 | 6¼ | 1889 | 8¼  | 7.32  | 6½ | 6  | 6¾  | 6¾  | 3.85  | b 7.79  | 6¾  |
| Ordinary, yellow .....                       | 1894 | 4¼ | 1891 | 7½  | 6.20  | 4¼ | 3½ | 4¾  | 4¾  | 11.76 | b 23.38 | 4½  |
| English noils, medium .....                  | 1894 | 6½ | 1889 | 11¼ | 8.92  | 7  | 7  | 8   | 7½  | 7.14  | b 15.92 | 7   |
| Oporto, washed fleece .....                  | 1894 | 6¾ | 1886 | 10¼ | 8.70  | 7¼ | 7  | 8   | 7½  | 3.45  | b 13.79 | 7¼  |
| Egyptian, washed, first white.               | 1894 | 8½ | 1886 | 11½ | 9.75  | 8½ | 8½ | 10¼ | 10¼ | 20.59 | a 5.13  | 9¼  |
| Donskoi, washed carding....                  | 1892 | 6½ | 1886 | 8½  | 7.42  | 7  | 6¾ | 7½  | 7½  | 7.14  | a 1.08  | 7¼  |
| Scotch, Highland, undipped..                 | 1885 | 5¼ | 1891 | 7   | 6.11  | 5½ | 5½ | 6   | 5½  | 6.82  | b 3.84  | 5¾  |
| Persian, unwashed, white,<br>uncleaned ..... | 1894 | 3½ | 1886 | 5¾  | 4.63  | 3½ | 3½ | 4½  | 4½  | 17.24 | b 8.21  | 4½  |

a Over.

b Under.

J. L. BOWES &amp; BRO.



[Under the leave given by the Committee on Ways and Means to "file statements," I will add to my argument, the matter now inclosed in brackets.

I. The argument in favor of the rates of duty in the woolgrowers' bill was read to a well-attended meeting of the National Woolgrowers' Association January 4, 5, and was adopted by a *unanimous* vote, except about three or four, including C. M. Hogg, of Ohio, and James M. Smith, of Utah, whose *only* objection, as I *understood*, was that they deemed it not advisable now to ask for the rate of duty which the bill would impose on Port Phillip (Australia) merino by deeming as washed the unwashed wool.

II. In view of this, it is deemed proper to give additional evidence of the justice of the rate of 24 cents per pound on the unwashed Port Phillip merino:

1. In order to make woolgrowing even moderately remunerative, Ohio average unwashed merino must sell for *farm* value per pound 20 cents.

There must be added, to reach the Boston market, for local wool-buyers' profits, freights, commissions of Eastern wool merchants, insurance, etc., 3 cents.

Counting 3 pounds of unwashed Ohio wool required to make a scoured pound, the Boston price must be 69 cents to give the Ohio woolgrower a farm price for unwashed merino of 20 cents per pound.

The December 10, 1896, London wool circular of Helmuth, Schwartz & Co., quotes "average to good" Port Phillip in London, scoured, per pound, 28 cents; add for cost of reaching the Boston market, *per pound*, 1 cent. The woolgrowers' bill would impose a tariff per scoured pound of 36 cents.

|                                                                           | Cents. |
|---------------------------------------------------------------------------|--------|
| Total Boston cost of a scoured pound of Port Phillip merino.....          | 65     |
| But this will command at least more selling price than Ohio scoured ..... | 4      |

---

Total selling Boston price per scoured pound of Port Phillip..... 69

This proves that a duty of 24 cents on unwashed and 36 cents on scoured Port Phillip is necessary to give the Ohio woolgrower 20 cents per pound farm value.

2. The evidence of ex-United States Consul-General Wallace, already presented, proves that Port Phillip unwashed and skirted can be put on shipboard at Melbourne, Australia, for 12 cents per pound, or for 9 cents per pound in whole unskirted fleeces. This would place the scoured pound in Boston for even less than 28 cents. And this would be especially so under a tariff when Australian prices would be *reduced* to reach our market.

3. The London wool circular of December 10, 1896, quotes "Port Phillip average to good" at 8½ to 9½, say 9d. (18 cents). If it took 2 pounds to make 1 of scoured, this would be 36 cents per scoured pound. But, as the same circular quotes the scoured at 28 cents, it is evident this wool quoted as "average to good" will not shrink 50 per cent in scouring. And this is confirmed by the fact that their circular of December, 1894, quotes "good average greasy Port Phillip" at 7¾d. (15½ cents), which, if shrinking 50 per cent in scouring, would make the scoured pound 31 cents. But this skirted would evidently not shrink 50 per cent.

3. The December, 1896, Liverpool wool circular of J. L. Bowes & Bro. quotes Port Phillip SUPERIOR at 11d. (22 cents). But this is well *skirted*, practically "sorted," and evidently wool shrinking in scouring probably not 20 per cent—very nearly scoured wool.



4. As to wools of Utah, Montana, etc., Justice, Bateman & Co. have furnished the free-wool farm value of XX Ohio fine unwashed merino, July 1, 1896, at 9 cents per pound, and "Montana fine average, California fine, choice Nevada, and choice fine Wyoming" unwashed, ranch value, 4 cents.

Here is a difference of 5 cents per pound. Hence the duty of 24 cents per pound on unwashed Port Phillip or 36 on scoured would give these States a ranch price of only 15 cents per pound.

The tables of farm values are found in Senate Document No. 17, December, 1896, pages 25-27, 108-110. They are also inserted in the appendix hereto, showing wool prices.

And the Liverpool wool circular of J. L. Bowles & Bro., December 19, 1896, quotes "Port Phillip average greasy, 8 $\frac{3}{4}$ d." (17 $\frac{1}{2}$  cents), while skirted will shrink in scouring less than 50 per cent, making the scoured cost about 30 cents or probably less; and it should be observed that the *average* of Ohio and the far west wools will not equal in scoured value the average Port Phillip.]

5. It is much more easy to denounce the 24-cent duty by startling phrases as to percentage of tariff than to ANSWER THE ARGUMENT made in support of it. I repeat from the published answer of the honorable chairman of the committee: "IT IS PROTECTION WE ARE AFTER."

For one, I will neither be alarmed nor driven from a just purpose by startling or high-sounding phrases in opposition to it. LET THOSE WHO OBJECT ANSWER THE ARGUMENT IN SUPPORT OF IT. Many honest men—perfectly honest—who *have not studied the subject* will at first blush deem the duty too high, but REASON will dispel the objection, as the sun does the morning fog. Let us have *sunlight*, not fog, and no one will knowingly give us petty-fog.

6. Finally, if Congress shall not deem it advisable to give a protective duty which is *per se* just, but which will require explanation to those who do not understand it, a protective wool tariff should at all events contain *some provision* to secure some even inadequate measure of justice to the wools of the world in competing with Australia in reaching our markets, and some measure of protection in our American woolgrowers' struggle for existence against this idiosyncratic Port Phillip wool.

(a) An *increased* duty of a *specific number of cents* could be imposed on it, or

(b) A tariff bill might impose *an additional duty*, measured by the market price in our Eastern cities of these wools over and above the average price of the average of the merino wools of the world.

#### THE PROPER RATE OF DUTY AGAIN.

The proper rates of duty is a matter of so much importance as to justify reasons in support thereof in different forms.

#### COST OF PRODUCING WOOLS IN THE UNITED STATES.

The principal wools of the United States are Merino. The cost of producing these wools east of the Missouri River is—farm value—all of 20 cents per pound for unwashed Merino, shrinking 66 $\frac{2}{3}$  per cent in scouring.

The cost in the Rocky Mountain region is all of 16 cents per pound. This is shown in Senate Document No. 17, Fifty-fourth Congress, first



session, Memorial of National Wool Growers' Association, December, 1895, pages 70, 107, 152, 153.

## COMPETING WOOLS.

The wools east of the Missouri are generally superior in quality to those west, and the farm value of the former unwashed is accordingly about from 3 to 5 cents per pound greater. (Senate Document No. 17, December, 1896.)

The Port Philip Australian Merino is more nearly of the quality of the Merino grown east of the Missouri River, and is usually called the "competing wool." When unwashed, and even unskirted, the good grades will shrink in scouring only 50 per cent. But all foreign wools of every kind compete with all our American wools.

The Merino wools of the Cape of Good Hope and of Argentina are inferior in quality to the Australian, and hence are called "competing wools" for those grown west of the Missouri River, though in fact all foreign wools of every kind compete with them also.

THE PRICE AT WHICH FOREIGN WOOLS CAN BE LAID DOWN IN BOSTON SHOWS THE JUSTICE OF A TWELVE-CENT DUTY—FOREIGN WOOLS COMPETING WITH OUR FAR WEST WOOLS.

The London Wool Circular of Helmuth, Schwartz & Co., December, 1894, quotes London prices per pound as follows (Senate Document 17, December, 1896, p. 141):

|                                                          | Pence. | Cents. |
|----------------------------------------------------------|--------|--------|
| Buenos Ayres average greasy (36 per cent yield).....     | 4½     | 9      |
| Buenos Ayres average greasy (old 30 per cent basis)..... | 3¾     | 7½     |
| This makes the average price in London.....              | 4½     | 8½     |
| Add freight and charges from London to Boston.....       |        | 1      |
| Cost in Boston.....                                      |        | 9½     |

This is the competition which the Merino wools west of the Missouri must encounter. It will cost an average of 3 cents per pound, including commission, etc., to ship these far west wools to Boston, which, in competition with the foreign wool at 9½ cents, will make the ranch price per pound, without tariff benefit, 6½ cents.

But a part of the Buenos Ayres wool quoted yields 36 per cent clean wool, which is from 3 to 6 per cent more than much of the wools west of the Missouri. And, first, by reason of this, and, second, the fact that the lightest of the foreign wools will be imported, and, third, that some advantage should be given to our wool over the foreign, there should be deducted 1½ cents.

This will leave the net ranch price 5 cents.

The correctness of this is shown by the fact that Justice Bateman & Co. quote the ranch price, July 1, 1896, at 4 cents. A tariff rate of 12 cents per pound will never give a "protective benefit" equal to the tariff rate. But suppose it gives a protective benefit of 10 cents?

This would give the price the far West woolgrowers would receive, actual ranch value—the price at the nearest local market—per pound, only 15 cents.

This computation is on price quotations in 1894, with 1 cent added for freight from London to Boston. But in fact South American wool can be laid down in Boston as cheaply as in London, and this is 1 cent in favor of the foreign wool.



PORT PHILIP AUSTRALIAN MERINO COMPETING WITH THE MERINO  
GROWN EAST OF THE MISSOURI RIVER.

The London Wool Circular of Helmuth, Schwartze & Co., December, 1896, quotes "Port Philip average to good scoured" and "skirted" at 28 cents per pound. The letter of Theodore Justice, March 5, 1894, shows that scoured Port Philip was then, London price, skirted only, 30 cents per pound. And this will sell in Boston for 5 to 9 cents more than average scoured Ohio merino. (Senate Mis. Doc. 124, Fifty-third Congress, second session, 101.)

This can be laid down in Boston for 1 cent per pound, but call it 1½ cents, and this makes the Boston price per scoured pound 29½ cents. But call it 30 cents. This is the competition to which the merino wools east of the Missouri River are subjected.

THE COST OF PRODUCING AUSTRALIAN, ARGENTINA, AND CAPE  
MERINO.

Hon. George H. Wallace, United States consul-general to Melbourne under the Administration of President Harrison, shows that Australian merino "skirted" wools can be put on shipboard at Melbourne for 12 cents per pound, and that whole fleeces can be placed on shipboard for 9 cents per pound. His statement is quoted in full in my argument before the Committee on Ways and Means, January 6, 1897: Quarterly Bulletin on the National Wool Growers' Association, Boston, January 1, 1897. And this wool will shrink in scouring only 50 per cent.

This is the competition Ohio and similar wools must encounter—scoured and skirted foreign wools laid down in Boston at less than 30 cents per pound.

CONCLUSIVE EVIDENCE OF THE NEED OF 12 CENTS DUTY.

With the foregoing data the conclusion is inevitable that a duty of 12 cents per pound is not only just and necessary but moderate.

It will require 3 pounds of Ohio and similar unwashed merino to make 1 scoured pound. It will cost 3 cents per pound to reach the Boston market, including (1) local wool buyers' profit; (2) freight; (3) Eastern commission merchant charges; (4) insurance, etc., making for 3 pounds 9 cents.

Here, then, are 9 cents to be deducted from the Boston value of 1 pound of scoured Port Philip, leaving the farm value of each unwashed pound of Ohio merino, shrinking 66⅔ per cent in scouring, without tariff benefit, 7 cents per pound.

If a tariff of 12 cents would give a protective benefit of that amount—as it will not—this would make the farm value per pound of unwashed merino 19 cents.

Justice, Bateman & Co. quoted farm value July 1, 1896, without tariff, at 9 cents, and a "protective benefit" of 12 cents would make it 21 cents. It is safe to say that with a wool tariff of 12 cents per pound the farm value in Ohio and other States east of the Missouri would reach only about 20 cents per pound.

It is well known that, though of less intrinsic value than Ohio, yet by reason of its soft condition and its luster, fashion has made a demand for Port Philip merino which makes it command in the market, even unskirted, from 1 to 2 cents per pound more than Ohio, leaving farm value only 19 cents; and under a tariff foreign wool prices would be



reduced to get into our market. If fashion requires foreign wool, those who indulge in the luxury of foreign fashion should pay a luxurious duty.

The conclusion is inevitable that the duty of 12 cents per pound, in view of present and prospective conditions, is only moderate protection—very moderate.

XXVI. THE LONG WOOLS OF THE MUTTON BREEDS SHOULD BE DUTIA-  
BLE AT THE SAME RATES AS UNWASHED MERINO.

*Historical reasons.*—The woolgrowers' bill makes only two classes of wools:

The FIRST, including (1) the merino, and (2) the long coarse wools of the mutton breeds, and

The SECOND includes all other wools.

The acts of 1867, 1883, and 1890 made three classes of wools:

FIRST. The "merinos" and "Down clothing wool." These were in the acts of 1867 and 1883 called "CLOTHING WOOLS."

SECOND. The Leicester, Cotswold, Lincolnshire, Down combing wools, Canada long wools, etc. These were in the acts of 1867 and 1883 called "combing" wools—the wools of the mutton breeds.

When the acts of 1867 and 1883 were passed, clothing wools were *carded* for manufacturing but not *combed*; the other wools were *combed* but not *carded*. These designations were then proper. By improvements in machinery, and in manufacturing skill after the year 1867 and up to the act of 1890, all these wools could be combed, and hence the latter act discarded the designations "clothing" and "combing," and substituted instead "class one," "class two," but made no provision to adapt the tariff provisions to the changed conditions.

The acts of 1867 and 1883 imposed less duties on combing wools than on clothing wools, especially less in view of the lighter shrinkage in scouring of the former than of the latter. There were reasons for this at the time the act of 1867 was passed:

(1) The world's production of the long wools of the mutton breeds of sheep—the combing wools—was relatively small.

(2) The worsted manufacturing industry, then in its infancy in this country and requiring these wools—unable then to use merino wools—needed encouragement.

(3) The demand for large protection came chiefly from those engaged in the production of merino—the principal clothing wools—and

(4) Hence the relatively low duties on the long wools were adopted.

But all these reasons and conditions have ceased to exist. All these wools are now CLOTHING WOOLS; all can be carded, all can be combed.

(1) The worsted manufacturing industry now can and does use the improved grades of merino wool equally with the long wools of the mutton breeds;

(2) This branch of manufacturing is as firmly established as any other. This is shown by the following

*Statistics of worsted mills, 1860-1890.*

| Year.      | Number of establishments. | Capital.      | Miscellaneous expenses. | Average number of employees. | Total wages. | Cost of materials used. | Value of products. |
|------------|---------------------------|---------------|-------------------------|------------------------------|--------------|-------------------------|--------------------|
| 1860 ..... | 3                         | \$3, 230, 000 | .....                   | 2, 378                       | \$543, 684   | \$2, 442, 775           | \$3, 701, 378      |
| 1870 ..... | 102                       | 10, 085, 778  | .....                   | 12, 920                      | 4, 368, 857  | 14, 368, 198            | 22, 090, 331       |
| 1880 ..... | 76                        | 20, 374, 043  | .....                   | 18, 803                      | 5, 683, 027  | 22, 013, 628            | 33, 549, 942       |
| 1890 ..... | 143                       | *68, 085, 116 | \$4, 917, 760           | 43, 593                      | 15, 880, 183 | 50, 706, 769            | 79, 194, 652       |

\* This amount does not include value of "hired property."



(3) The importation of the long wools of the mutton breeds is not only (1) injurious to our production of merino wools, but (2) it discourages the much-needed increase of American mutton breeds of sheep, and hence (3) retards the growth of national and individual wealth, and (4) diminishes the otherwise abundant supply of the best mutton-meat food.

THE ACT OF 1890.

The tariff act of 1890, in view of the "changed conditions," discarded the classifications of "clothing wools" and "combing wools" and substituted instead "class 1" and "class 2," but illogically and unwisely continued in force a discrimination in favor of the long wools by imposing thereon a duty relatively less, in view of their light shrinkage in scouring, than on merino wools.

The woolgrowers' bill, recognizing the changed conditions and the necessity for adequate protection, properly makes of the wools mentioned but one class. Even this, with the light shrinkage of the long wools, is a discrimination in their favor—a concession to avoid objection by manufacturers.

2. *Reasons in the character of the wools.*—These wools will shrink in scouring not more than an average of about 30 per cent, *especially such as will be imported under a tariff.* (See Senate Document No. 17, December, 1895, p. 50.)

By reason of their light shrinkage 1 pound of these unwashed wools will give as much clean-scoured wool as 2 pounds of average unwashed merino, hence the duty *should be much more than on merino wools.*

But as to the rate, I have yielded my own judgment to that of others in fixing it, and especially in the hope thereby of encountering no opposition.

And there is another reason for including these wools all in class 1.

It is notorious that wools of the higher class have been too frequently imported as of a lower class. Classes open the door to these frauds.

William H. B. Thornton, an eminent wool merchant of Chicago, referring to this subject, says:

Again, on second class wools a tariff [by the act of 1890] was placed of 12 cents per pound, whether washed or unwashed. The consequence was a number of million pounds were imported under the McKinley Act that were used by clothing manufacturers (although down combing wools) in the production of various woolen fabrics. This was strictly an infringement on wools of the first class, because washed wools in this class paid a double duty, while in the second class they came in under the same duty as unwashed wools.

Worsted manufacturers to-day can use all kinds of wool, consequently the act creating the second class on worsted wools made a big loophole for fraud. All who have watched the importation of different classes of stock can readily understand how this feature in the act defeated proper protection. (Senate Document No. 17, December, 1896, p. 67.)

The act of 1890 imposed a duty of 12 cents on these wools.

3. *A Conclusive reason.*—Finally on this subject I especially call attention to the evidence of Ex-United States Consul General Wallace, hereafter given, in the discussion of "a dividing line" for carpet wools. (See Wool Growers' Bulletin, January, 1897, p. 18.)

He shows that if *two classes exist* imported wools will come in under the lowest duty class.

The CONCLUSION is that *these wools should be included in the same class with the merino.*



## XXVII. THE DUTY ON OTHER WOOLS, SOMETIMES IMPROPERLY CALLED CARPET WOOLS.

1. *The rate asked for.*—The woolgrowers' bill asks for a duty of 8 cents per pound on Donskoi, native South American, and other like wools—double on washed, treble on scoured. The acts of 1867 and 1883 imposed double on washed, treble on scoured. The act of 1890 substituted *ad valorem* duties.

2. *So-called "carpet wools" used in the manufacture of clothing goods.*—The acts of 1867 and 1883 classed these wools as "carpet wools," but this designation was rejected in the act of 1890, because then, and even prior thereto and ever since that time, they were and are used largely in the manufacture of clothing goods.

THUS THEY COME IN COMPETITION WITH AND SUPPLANT THE USE OF AMERICAN MERINO AND THE LONG WOOLS OF THE MUTTON BREEDS.

This is proved by abundant evidence. The Boston Commercial Bulletin of August 15, 1896, said:

The wools imported into the United States are of three classes, roughly speaking—merino, English, and neither merino nor English. The wools raised in the United States are mostly merino (such as Ohio, Michigan, and Montana wools) or English blood (such as Indiana, Kentucky, and Maine wools). We also raise a certain amount of third-class or coarse wools in Colorado and New Mexico from the native Mexican sheep. The rough wool on the bellies of our sheep is also sorted in this class. This coarse wool forms, however, but a comparatively small proportion of the American clip, which is mostly fine and fine medium stock.

## CARPET WOOLS USED IN MAKING CLOTHING GOODS.

The third class or coarse wools imported from China and Turkey are, however, used to-day to a very considerable extent for other purposes than carpets, though that is their main use, because the fashion in men's wear to-day is rough, coarse goods, commonly called chevots. \* \* \*

## CHINA WOOLS LARGELY USED TO MAKE CLOTHING GOODS.

China wools are nearly all class 3 wools, and in this year of rough fabrics their use for other purposes than carpets is large. They of course take the place of fine fabrics made from our own fine wools. (Senate Document No. 17, December, 1896, p. 157.)

The Boston American Wool and Cotton Reporter, June 15, 1893, page 756, said of these wools:

WHEN THE MCKINLEY BILL WAS UNDER DISCUSSION, THE EVIDENCE WAS THAT ONLY A SMALL FRACTION OF CARPET WOOLS WAS USED FOR CLOTHING PURPOSES, MAINLY FOR BLANKETS, AND THIS EVIDENCE WAS UNDOUBTEDLY CORRECT. SINCE THEN FASHION AND EXCESSIVE COMPETITION IN THE GOODS MARKET HAVE MADE IT POSSIBLE TO UTILIZE THESE WOOLS IN THE MANUFACTURE OF CLOTHING. A TARIFF THAT COMPREHENDS PROTECTION OF DOMESTIC WOOL SHOULD TAKE COGNIZANCE OF THESE FACTS.

There is abundant evidence to the same effect in United States Senate Miscellaneous Documents numbered 35, 37, and 124 of the second session of the Fifty-third Congress, January, 1894. (Doc. 35, pp. 30, 46, 47, 48, 300; Doc. 77, p. 38; Doc. 124, pp. 60-62; Senate Doc. No. 17, December; Fifty-fourth Congress, first session, December, 1895, pp. 38, 39, 145.)

And the Wool and Cotton Reporter of May 14, 1896, said:

## THE "CARPET WOOL" FALLACIES.

The Boston Herald criticises Judge Lawrence for demanding higher proportional duties than heretofore upon so-called "carpet wools." In the first place, we desire to explain that this demand for a higher ratio upon so-called carpet wools does not originate with Judge Lawrence, but that he merely voices a sentiment which is everywhere prevalent west of the Mississippi River. And in discussing the subject of duties upon wool, the Boston Herald, having a high reputation for fairness, must admit that Judge Lawrence has reason for condemning laws which discriminate in favor of wools from Bagdad, China, and other semicivilized countries, and against wools from Australia and the Cape of Good Hope. Woolgrowers west of the Mississippi River are not persuaded that there are any proper classifications of wool for different rates of duty to-day. Improvements in machinery have made such classifica-



tions a back number, and the theory of definite race distinctions between "carpet" and "clothing" wools never was true.

The Mexican sheep, which produce wools suitable mainly for carpets, are of the old merino stock, brought over by the Spanish conquerors. The Ohio and Australian flocks, which produce the finest fleeces that fashion now demands, are of the same merino stock.

3. *Two injuries to American woolgrowers.*—These wools have a DOUBLY ruinous effect on American wool:

(1) They *supplant the use* of American merino, and the wools of the mutton breeds.

(2) Their LOW PRICE brings down the selling value of our American wools. The import price of all class 3 wools in the fiscal year 1895 was only 9.09 cents.

These wools as they will be imported under an adequate tariff—the lightest attainable—will not shrink in scouring more than 30 per cent; thus the IMPORT OF 1 POUND SUPPLANTS THE USE OF 2 POUNDS OF AMERICAN MERINO.

4. *The extent of the injury.*—This subject is of overshadowing importance (1) to woolgrowers and (2) to the revenue system of the United States.

(1) The imports of third-class wools and the aggregate of first and second class, entered for consumption in the United States, were for specified fiscal years as follows:

| Year.       | Third-class.   | Value.         | Duties.        | Total of first and second classes. |
|-------------|----------------|----------------|----------------|------------------------------------|
|             | <i>Pounds.</i> |                |                | <i>Pounds.</i>                     |
| 1892.....   | 90,560,125.25  | \$8,742,454.00 | \$2,885,012.26 | 44,062,211                         |
| 1893.....   | 133,197,581    | 10,312,237.00  | 3,389,646.54   | 42,438,460                         |
| 1895*.....  | 144,488,265    | 13,135,901.75  | .....          | 121,237,612                        |
| Total ..... | 368,245,971.25 | 32,190,592.75  | .....          | 207,738,283                        |

\* For 1895, total imports.

(2) Thus, in the three years specified, the third-class wools aggregated 368,245,971.25 pounds, and the first and second classes combined only 207,738,283 pounds.

And the imports of 1895, of 144,488,265, were equal in pounds to 288,976,530 pounds of average unwashed merino.

5. *Additional reasons in support of the duty asked for.*—Many woolgrowers believe there should be but one class of wools for the purpose of tariff legislation. The acts of 1867 and 1883 classified these wools as "carpet wools," because prior to 1867—in fact, to a large extent prior to 1883, and even later—these wools were used in the United States only in the manufacture of carpets, and hence their imports did not then interfere with the production of merino wool, though they did reduce the demand for the belly and breech wool of our mutton breeds of sheep. But in 1867 there were reasons for lower duties on carpet wools than on others:

(1) The carpet manufacturing industry in the country was in its infancy and needed encouragement;

(2) The lower duties on carpet wools were a concession to that then infant industry;

(3) At that time the imports of these wools were comparatively small, and

(4) They did not then supplant the use of either our American merino wools or the long wools of the mutton breeds, except to a limited extent the latter, as above stated;



(5) The carpet-wool imports were not used in the manufacture of clothing goods, and

(6) The American supply of carpet wools was then inadequate

But most of these conditions have entirely changed, and with adequate wool protection there would soon be no reason for extending any special favor to these wools—

(1) The carpet manufacturing industry is no longer in its infancy;

(2) It is more firmly established and is more prosperous than any other branch of wool manufacturing, thanks to very “full and adequate protection”—as to many carpets prohibitory. Its success has been phenomenal.

It deserves and should have a measure of protection that will prohibit the importation of foreign carpets of the classes abundantly made by our carpet manufacturers. When they can supply all at fair prices, none should be imported. But these manufacturers are no longer entitled to the aid of foreign carpet wools at low rates of duty for many reasons.

(1) Carpets are in a measure luxuries, entitled to no special favor. Clothing is essential to human existence; carpets are not. Bacteriologists have demonstrated their danger in preserving and disseminating disease germs.

6. *The change of conditions.*—The change of conditions since 1867 (1) in the use of these wools and (2) in the extent of imports justifies, indeed urgently demands, the rate of duty now asked for.

7. *How much protective benefit?*—For reasons already stated as to wools of class one, the “protective benefit” of 8 cents per pound even—

(1) As to American wools of the same class will not exceed an average of 5 cents per pound;

(2) For American merino in competition with these wools it will not be 4 cents per pound.

8. *Encourage the production of carpet wools.*—The woolgrowers’ bill, in its fourteenth paragraph, provides:

That for the period of two years from and after the passage of this act native Mexican ewes shall be admitted free of duty.

The “native Mexican sheep” are the deteriorated retro-evoluted descendants of Spanish merino sheep, introduced on this continent by Columbus, by Cortez, and by Catholic missionaries, and now produce carpet wools, which can be used also in the manufacture of clothing goods. It has been demonstrated that Texas alone, with adequate protection, could soon supply all the carpet wools needed in this country, and with New Mexico added, the world’s supply could be furnished.

The only answer attempted to be made to this is the erroneous averment that American woolgrowers can not supply the needed carpet wools.

Thus an eminent advocate of the interests of wool manufacturers, in their employment, says as to carpet wools:

There is no serious expectation on the part of anyone that we shall ever grow or attempt to grow anything approximating the quantity demanded by our great carpet industry. (Bulletin National Association Wool Manufacturers, June, 1896, p. 116.)

Under proper legislative protection the farmers of the United States can, and in due time will, supply all wool of every kind needed for consumption in this country.

(1) To anyone familiar with the wide extent of the American domain and with sheep husbandry this proposition is self-evident.

But if evidence be desired to prove it, it will be found in United States Senate Mis. Docs. Nos. 35, 77, and 124 of the second session of



the Fifty-third Congress, especially in chapter first of the Document No. 35 and in Document No. 124, page 122, and in Senate Mis. Doc. No. 149, Fifty-first Congress, first session, and in Senate Document No. 17, first session of the Fifty-fourth Congress. The evidence is too voluminous to be reproduced here, but it is overwhelmingly unanswerable.

(2) The "breech" and "belly wool" of our long-wool sheep is of the coarsest class of carpet wools, and with the number of sheep in this country requisite to supply all our wool and mutton—110,000,000, as we should have, and soon would have, under adequate protection, instead of about 36,000,000 now—our woolgrowers could not fail to produce all wools needed for carpet manufacturing.

(3) It would be no misfortune if carpet manufacturers were even limited to good grades of Cotswold, Lincoln, Shropshire, and similar wools, thus giving to those who use carpets goods of good quality, as cheap in the long run as those made of inferior wool, and thus giving to our woolgrowers a market for wool instead of patronizing foreigners. If our people patronize American carpet manufacturers, the latter should in turn patronize our woolgrowers. There should be American reciprocity. If we must have foreign wool, then for the same reasons we will have foreign carpets.

(4) The fact is notorious that no inconsiderable part of too many of our carpets are made with very little new wool, but an abundant supply of shoddy, and even cow and calf hair and cotton. Manufacturers can afford to use American wool to complete their product.

#### NO NEED OF FOREIGN WOOLS TO MIX.

The eminent wool manufacturer, Charles Fletcher, in a letter February, 1890, says: "This talk of mixing Australian wool with domestic wool to make goods required for this market is all nonsense, as Australian wools are only used here when they are cheaper than domestic wools." (Senate Mis. Doc. 35, Fifty-third Congress, second session, p. 29; Mis. Doc. 124, same session, p. 22.)

#### XVIII. CHINA WOOLS SHOULD BE IN CLASS 1 WOOLS.

1. *The woolgrowers' bill so classes them.*—The woolgrowers' bill includes China wools in class 1.

This classification is absolutely necessary to secure any fair measure of protection for any class of American wools, and especially for the wools raised from native Mexican sheep.

2. *Reasons therefor.*—(1) Historical. The ruin to American woolgrowers by the enormous imports of these wools is increased by prices so low as to defy competition.

Prior to 1869 there were no imports of China wools. Since then imports have gradually increased, as indicated by specified fiscal years, as follows:

| Year.      | Quantity.      | Value.    | Import price per pound. |
|------------|----------------|-----------|-------------------------|
|            | <i>Pounds.</i> |           | <i>Cents.</i>           |
| 1870 ..... | 9,016          | \$1,312   | 10.45                   |
| 1880 ..... | 66,751         | 9,188     | 13.76                   |
| 1890 ..... | 8,587,575      | 814,264   | 9.48                    |
| 1892 ..... | 20,753,893     | 1,812,250 | 8.74                    |
| 1894 ..... | 10,186,264     | 818,157   | 8.03                    |
| 1895 ..... | 26,089,418     | 1,699,414 | 5.15                    |

Yet this wool, at an import price of 5.15 cents per pound, is of lighter shrinkage than the average American Shropshire and other coarse wools.

American woolgrowers can not endure Chinese competition. Chinese



“cheap wool” is equally injurious to American farmers as is “Chinese cheap labor” to the wage-earning laborers of the United States. Wool is the product of labor. And this is only a sample of so-called “third-class” clothing wools.

The woolgrowers now, under the new conditions, are entitled to a change in our tariff legislation to meet them—the duty, in fact, should be 12 cents per unwashed pound; but the bill, in the interest of harmony, makes a concession to carpet manufacturers of a lower duty. Why shall not the interests of woolgrowers be consulted as well as those of the comparatively few carpet manufacturers?

With the light shrinkage of this wool and its other advantages, a duty of 12 cents will give a “protective benefit” of less than 6 cents to merino. But there are other reasons for including China wools in class 1.

(2) The proper construction of the act of 1890 so classed them. This has been shown in argument prepared by Hon. Columbus Delano and myself, which will be found in Senate Executive Document No. 3, Fifty-third Congress, special session, March 27, 1893; Senate Executive Document No. 1, Fifty-third Congress, first session; and in Senate Document No. 17, Fifty-fourth Congress, first session, page 40, December, 1895.

The average import price of all third class wools in the last fiscal year was less than 10 cents per pound. It has been proposed to make two classes of carpet wools with different rates of duty fixed by a dividing line marked by value.

MR. JUSTICE. You mean averaging less than 10 cents; you do not mean to say there was none brought in costing more?

MR. LAWRENCE. No, I mean to say if we put the dividing line at 10 cents the import value of wool will be less than 10 cents a pound, giving the benefit of the protective tariff to the foreigner by perjury and fraud through the ad valorem duty, which is the most damnable system ever created on this earth to aid rascals. That is my private opinion publicly expressed. I take it for granted that my friend, Theodore Justice, has provided a dividing line to bring in what have heretofore been called third-class wools at a duty of  $2\frac{1}{2}$  cents per pound on wools the value of 10 cents and under. The entire third-class wools imported last year came in at the import value of less than 10 cents per pound, and each pound of that wool may make nearly as much as 2 pounds of American merino, and at  $2\frac{1}{2}$  cents per pound duty the effect will be the destruction of the American industry. You might as well give us free wool at once.

(3) We can not hope for a profitable trade with China.

The balance of trade between this country and China has been uniformly against us. This is fully shown by the following table (see Senate Mis. Doc. No. 77, Fifty-third Congress, second session, p. 23):

| Year ending June 30— | Exports.    |          |             | Imports.     |             |              |
|----------------------|-------------|----------|-------------|--------------|-------------|--------------|
|                      | Domestic.   | Foreign. | Total.      | Free.        | Dutiable.   | Total.       |
| 1879.....            | \$2,651,677 | .....    | \$2,651,677 | \$12,482,082 | \$3,949,262 | \$16,431,344 |
| 1880.....            | 1,101,315   | \$68     | 1,101,383   | 17,210,237   | 4,559,381   | 21,769,618   |
| 1881.....            | 5,447,281   | 399      | 5,447,680   | 18,417,442   | 3,900,287   | 22,317,729   |
| 1882.....            | 5,895,503   | 480      | 5,895,983   | 15,899,607   | 4,314,734   | 20,214,341   |
| 1883.....            | 4,079,522   | 800      | 4,080,322   | 13,456,964   | 6,684,367   | 20,141,331   |
| 1884.....            | 4,626,480   | 98       | 4,626,578   | 11,319,710   | 4,297,083   | 15,616,793   |
| 1885.....            | 6,396,178   | 322      | 6,396,500   | 12,050,768   | 4,241,401   | 16,292,169   |
| 1886.....            | 7,518,277   | 2,304    | 7,520,581   | 15,153,473   | 3,819,490   | 18,972,963   |
| 1887.....            | 6,246,626   | .....    | 6,246,626   | 14,252,181   | 4,824,599   | 19,076,780   |
| 1888.....            | 4,581,083   | 1,502    | 4,582,585   | 10,956,022   | 5,734,567   | 16,690,589   |
| 1889.....            | 2,790,621   | 507      | 5,791,128   | 11,583,611   | 5,444,801   | 17,028,412   |
| 1890.....            | 2,943,790   | 2,419    | 2,946,209   | 11,332,805   | 4,927,666   | 16,260,471   |
| 1891.....            | 8,700,308   | 700      | 8,701,008   | 14,577,887   | 4,743,963   | 19,321,850   |
| 1892.....            | 5,663,471   | 26       | 5,663,497   | 15,936,431   | 4,551,860   | 20,488,291   |
| 1893.....            | 3,900,457   | .....    | 3,900,457   | 15,469,945   | 5,166,590   | 20,636,535   |
| 1894.....            | 5,858,488   | 3,938    | 5,862,426   | 13,348,786   | 3,786,242   | 17,135,028   |



In 1893 China imported products to the value of \$211,000,000, of which we furnished only \$7,000,000, or  $3\frac{1}{3}$  per cent. China exported the same year \$162,000,000 worth, of which the United States took \$15,000,000, or a little less than 10 per cent.

China, with her population of 300,000,000 or more, her territory including almost every climate, her wages for labor utterly insignificant, her ability to supply substantially all her own needs, can never give to us a profitable trade. But in any event our policy is to patronize the nations of the Western Hemisphere rather than China. We can not hope for a large trade with China, because Europe, through the Suez Canal, has a much shorter and cheaper route with the ports of Japan and China than has the United States.

#### XXIX. AD VALOREM DUTIES REJECTED.

The woolgrowers' bill rejects *ad valorem* duties. For this there are three different reasons:

I. A fatal and conclusive objection to *ad valorem* duties is that WHEN FOREIGN WOOLS DECLINE IN PRICE, AND THEREBY PRODUCE THE GREATER NEED OF PROTECTIVE DUTIES, THE LEAST PROTECTION IS GIVEN, AND WHEN FOREIGN WOOLS ADVANCE IN PRICE AND THE NEED OF PROTECTION GROWS LESS, THE GREATER PROTECTION IS GIVEN. "From him that hath shall be taken away even that which he hath."

Thus the AD VALOREM system is illogical. It fails to meet the needs of protection.

II. They are an inducement to the organization of trusts and combinations to depress the dutiable prices.

In the report made to the State Department by Consul E. L. Baker, dated Buenos Ayres, December 30, 1893, published in the Consular Reports for April, 1894 (Vol. XLIV, No. 163, p. 663), on Argentine trade, 1892-93, it is said:

But for the two items of hides and wools the exports from this country to the United States would be quite insignificant. In regard to the latter, the only wools which, owing to our high duties, it is possible to ship at a profit are the *long, coarse carpet wools of Cordova*. These are included in class three of the schedule, and their value being 13 cents or less per pound they are able to pay the duty of 32 per cent on the same. These wools have for many years been *annually bought up by a syndicate of Massachusetts carpet manufacturers* who thus, instead of competing with each other, get the product at the lowest possible price, and then distribute the clip by some arrangement among themselves upon its arrival in Boston.

This shows how *prices* can be manipulated in the face of *ad valorem* duties; and, in view of the rapid and *continuing increase* of sheep in other countries, the necessity for protective duties becomes all the more apparent.

As to Donskoi wools the price was equally manipulated by the same and other methods—by loans of money to flock owners, with reduction in the price of wools.

III. *Ad valorem* duties invite, abet, and cover fraud in invoices and perjury. They are demoralizing.

IV. There are now only two countries in the world whose revenue systems adopt the *ad valorem* duties, Greece and the United States.

#### THE PHILADELPHIA WOOL SECTION OF THE MANUFACTURERS' CLUB OPPOSES AD VALOREM DUTIES.

At a recent meeting of the wool section of the Manufacturers' Club the following was passed:

Whereas *ad valorem* duties can not be collected in full and are always open to fraud and undervaluation; therefore be it



*Resolved*, That this, the wool section of the Manufacturers' Club, is unqualifiedly opposed to ad valorem rates on wool, and earnestly requests that the duties to be placed on wool under the new tariff shall be specific.

The secretary of the National Association of Wool Manufacturers said of the Wilson tariff act of 1894:

That tariff effected a double revolution in the basis upon which the American wool manufacture had been built up. It not only transferred the industry from a condition of dutiable materials to free materials, but shifted it at the same time from a tariff of compound duties, in which the specific form predominated, to a tariff wholly ad valorem. *Either change* was enough to stagger ANY INDUSTRY, however well fortified; the two together were sufficient to render inevitable precisely that which has happened. (Bulletin, September, 1896.)

The conclusion is that the ad valorem system should be abandoned as the sole measure of duties.

Now I come to the so-called carpet wools, and I will state here at the outset that there is no such thing as carpet wools any more. I repeat there is no such thing as carpet wools any more. In 1867 and 1883 there were wools used for no other purpose than the manufacture of carpets, but by improvements in machinery those wools are now used in the manufacture of clothing as well as carpets. I have here presented the evidence in great abundance to the effect that these wools are used in the manufacture of clothing, and they compete with our merino wool, our long wools of the mutton breeds, and displace them. Fashion has had a great deal to do with it. You will see ladies wearing cloaks made of coarse kinds of wool. It has become fashionable, and manufacturers have made it so in order that they may manufacture goods out of these cheap foreign wools—for instance, China wools, costing only 5.15 cents per pound. We ask for a duty of 8 cents a pound on all these so-called carpet wools, and even that is very moderate. The necessity for it grows out of the change in conditions since the act of 1867 and the act of 1883—a change of conditions by which we now make clothing goods of these wools when we did not then, and without this duty we might as well give up the business of woolgrowing.

Mr. WHEELER. Is that the character of wool under the McKinley Act which was 7 cents and 40 per cent ad valorem under 15 cents, and 8 cents and 50 per cent ad valorem for those over 15 cents?

Mr. LAWRENCE. No, sir; that is manufactured goods. No; the McKinley bill, as he introduced it, provided for a specific duty on all those wools. The woolgrowers and manufacturers agreed upon a specific duty, and certain Philadelphia carpet manufacturers came over here and got the specific duties stricken out and got the duty of 32 per cent ad valorem, and the effect has been we imported more of these third-class wools than all the other class wools together. The theory of Mr. Justice to give  $2\frac{1}{2}$  cents duty on wools under 10 cents a pound will give less protective benefit than the 32 per cent ad valorem duties of the McKinley Act, for 32 per cent of 10 is more than  $2\frac{1}{2}$ .

### XXX. A DIVIDING LINE IN SO-CALLED CARPET WOOLS, WITH $2\frac{1}{2}$ CENTS DUTY ON WOOLS OF 10 CENTS VALUE.

1. *Plan of Theodore Justice*.—An eminent wool merchant, Theodore Justice, said in a letter December 24, 1896:

Wools of the first class are 1 to 2 cents below the average for the ten years ending 1894, when the McKinley law was repealed. Carpet wools are 2 cents per pound lower, showing that the 11-cent dividing line would to-day be the same as 13 cents was in 1890. I think 10 cents should be the dividing line now. Wools of the third class



worth over 10 cents should pay 8 cents per pound duty, and wools worth 10 cents or under should come in at  $2\frac{1}{2}$  cents. If the dividing line was reduced to 9 cents foreign wools would fall until they could come in under our tariff. THERE IS NO OTHER MARKET FOR THEM.

I. *Reasons why.*—This is deemed alike unjust and unwise; but little better than free wool. The objections to it are palpable:

1. It is practically the detested ad valorem system very thinly disguised, open to all its frauds (1) of undervaluation and (2) of combinations and conspiracies to make an ostensible dutiable price. This would be especially practicable as to “wools worth 10 cents or under,” as “there is no other market for them” but ours.

2. The rates proposed are in part less than the ad valorem rates that were forced into the McKinley Act. It gave 32 per cent on all third-class wools, which on wools worth 10 cents would be 3.2 cents as against the proposed duty of  $2\frac{1}{2}$ .

It has already been shown that imports of third-class wools brought more ruin to our wool industry than all others.

This is no time for a reduction of duties.

The duty of  $2\frac{1}{2}$  cents on clean wools imported at a price of 5.15 cents per pound would make them cost 7.20 cents, each pound equal clean to 2 pounds of average merino, giving a protective benefit to it of  $1\frac{1}{4}$  cents per pound.

3. These wools of the lowest price supplant the use of our American long wools, and, in fact, of all classes of our wools. Their import will defeat the purpose of our proposed clause in our bill to encourage the production of the wools of the native Mexican sheep in Texas and elsewhere.

And the imports of the *lowest price* are those which injure our wool-growers most, because they bring down the prices of all our American wools.

4. *The pretext to favor carpet manufacturers.*—If the pretext be to aid the carpet industry the answers are:

(1) It needs no such aid; and

(2) As carpets are in a measure luxuries, they are entitled to no favors over other forms of wool manufactures.

(3) The real effect, if not purpose, is to secure the cheapest foreign coarse wools for the manufacture of clothing goods to the ruin of our wool industry.

5. The import prices of all third-class wools from August 28, 1894, to June 30, 1895, was only 9.13 cents per pound. (Senate Document No. 17, December, 1896, p. 59.)

The imports of third-class wools for the fiscal year 1895 were 144,488,265 pounds, at a valuation of \$13,135,901.75, or 9.09132+ per pound. (Senate Document No. 17, December, 1896, p. 119.) This was under free wool with no motive for perjury or fraud. And if necessary to evade the tariff, even this could be reduced by perjury and fraud.

The imports of third class wools in the fiscal year 1896 were 97,921,715 pounds, at a valuation of \$9,493,035, which is 9.694+ cents per pound.

This scheme of a dividing line and the proposed rate overlooks the change of conditions since the act of 1890.

7. *Reflection on the proposition.*—If it were not for the ruin this scheme would bring to our wool industry, we might admire the ingenuity that devised it.

It is a veritable wooden horse. *Timeo Danaos et dona ferentes.* The



"Greeks entered Troy through the stratagem of the wooden horse," and now it is proposed that our country shall be deluged with China and other wools under cover of a free-trade horse bearing a flag of truce inscribed with protection which will not protect.

It is ABSOLUTELY NECESSARY to place China wool in class 1. Without this a mighty avalanche of China wool will be precipitated upon us at 6 cents per pound, to the exclusion of all or most of the other coarse wools of the world and to the ruin of our own coarse-wool industry.

Its exclusion is justified on the same ground as our acts of Congress which shut out the hordes of cheap-labor Mongolians that would crowd our country without them.

8. *A conclusive reason against a dividing line making two kinds of these wools.*—Ex-Consul-General Wallace, in the January, 1897, Bulletin, of the National Wool Growers' Association, page 18, referring to No. 1 and No. 2 wools of the third class, says:

What does the Treasury Department call No. 1 wool?

It is the experience of some and the belief of many that any wool so decidedly of merino blood that it could not be called anything else is, in the judgment of the custom-house experts, of class 1. In support of this assertion it may be stated that in December, 1889, "the wool expert"—save the mark—of the Boston custom-house exhibited to a committee of woolgrowers, a sample of wool he had passed as No. 2, third-class wool, which each woolgrower present pronounced "at the least of three-eighths merino blood." And again, in 1885, nearly 100,000 pounds of wool was shipped from Mexico to Col. A. J. Child, of St. Louis, which was passed through the custom-house at El Paso as No. 2, third-class wool, and paid 2½ cents per pound duty. That wool was sold in St. Louis at 18 cents per pound, and it was nearly full-blood merino. We may rest assured all of those millions of pounds recorded in the Treasury Department last year were of good merino combing or clothing wool. There may have been a large amount of Argentinian or Danubian wool in those importations, yet a very large proportion of them were Australian, and included light fine wool, skirted and sorted, shrinking anywhere up to 50 per cent.

### XXXI. THE DUTY ON WOOLEN RAGS, SHODDY, AND OTHER WOOL ADULTERANTS.

1. *Prohibitory duties.*—The woolgrowers' bill asks for a duty of 30 cents per pound on shoddy, woollen rags, and other wool adulterants.

2. *Amount of imports.*—The imports of these adulterants for the fiscal year 1896 were as follows:

| Article.                     | Quantity.      | Value.    |
|------------------------------|----------------|-----------|
|                              | <i>Pounds.</i> |           |
| Carbonized wool.....         | 203,561        | \$49,111  |
| Rags, noils, and wastes..... | 770,976        | 1,988,541 |
| Do.....                      | 1,900,133      | 662,696   |
| Total.....                   | 18,874,670     | 2,700,348 |

These are the figures as found in the "No. 12 Series Monthly Summary of Finance and Commerce of the United States, June, 1896," page 1528. For some reason this document does not give by *name shoddy, mungo, flocks*. And there is an item "all other;" but it is understood that shoddy, etc., are included in the above figures.

Some of these remained in Government warehouses at the end of the fiscal year.

The amounts actually "entered for consumption" are shown in the



"Imports for consumption and duties collected, 1894 to 1896," Bureau of Statistics, Treasury Department, 1896, page 296, as follows:

| Grades.                                  | Quantities.    | Value.          | Average value per unit of quantity. |
|------------------------------------------|----------------|-----------------|-------------------------------------|
| Carbonized wool:                         | <i>Pounds.</i> |                 |                                     |
| Class 1 .....                            | 89, 252        | \$24, 156. 00   | \$0. 27                             |
| Class 2 .....                            | 568            | 131. 00         | . 23                                |
| Class 3 .....                            | 5, 649         | 537. 00         | . 095                               |
| Mungo, flocks, noils, shoddy, and waste: |                |                 |                                     |
| Garneted and carded wastes .....         | 28, 177        | 2, 922. 00      | . 10                                |
| Mungo and flocks .....                   | 11, 831        | 3, 211. 00      | . 27                                |
| Noils, carbonized .....                  | 62, 526        | 11, 379. 00     | . 18                                |
| Noils, not otherwise provided for .....  | 1, 185, 032    | 232, 150. 00    | . 19                                |
| Rags, woolen .....                       | 11, 116, 402   | 643, 945. 50    | . 058                               |
| Roving, roping, or tops .....            | 1, 147, 461    | 438, 417. 00    | . 38                                |
| Shoddy .....                             | 139, 931       | 12, 873. 00     | . 092                               |
| Total mungo, flocks, noils, etc. ....    | 13, 786, 829   | 1, 369, 521. 50 | . 07                                |

(See Senate Document No. 17, December, 1896, p. 111; Senate Document No. 17, December, 1895, p. 157.)

The existing law encourages the import of foreign rags, shoddy, waste, flocks, etc. For the last fiscal year of the McKinley tariff only 143,002 pounds of shoddy, rags, waste, etc. were imported. For the fiscal year of 1895, and almost wholly during the ten months of the new tariff, 14,027,914 pounds of like shoddy and wool substitutes were imported, an increase of over 1,000 per cent, as follows:

| Material.                   | Pounds.      | Value.        |
|-----------------------------|--------------|---------------|
| Rags .....                  | 6, 503, 346  | .....         |
| Waste .....                 | 6, 104, 031  | .....         |
| Noils .....                 | 1, 110, 149  | .....         |
| Carbonized wool .....       | 128, 856     | .....         |
| Shoddy, mungo, flocks ..... | 121, 532     | .....         |
| Total .....                 | 14, 027, 914 | \$2, 034, 218 |

The imports of rags, waste, shoddy, etc., were, for the years ended August 31—

|            | Pounds.      |
|------------|--------------|
| 1894 ..... | 210, 404     |
| 1895 ..... | 17, 666, 563 |

This is the effect of FREE rags, etc.

The rags are imported to be manufactured into shoddy to be used as an adulterant, as are flocks, waste, etc., in the manufacture of woolen goods. These adulterants are sometimes called "redyed wool," to cover up their fraudulent character, and the goods made from a combination of these with wool are called "all wool goods."

3. *How this injures American woolgrowers.*—The imports of these adulterants are:

- (1) Injurious to woolgrowers, and
- (2) Can be used to operate as a fraud on the consumers of wool manufactures.

A wool circular of Justice, Bateman & Co., says:

Every pound of shoddy, noils, and waste displaces about 3 pounds of American unwashed wool. The excess of importations of shoddy, rags, noils, waste, etc., in



one year under the new law exceeds the total annual yield of clean wool of two of our largest woolgrowing States, California and Texas, or the total annual yield of Ohio, Michigan, and New York. Nearly 90 pounds of shoddy, noils, waste, etc., now go into consumption where only 1 pound was used before the duties were taken off.

The Philadelphia Press of November 2, 1895, says:

The wool contained in all forms of waste is washed and scoured wool, and most of it has been one or more times spun, woven, and, in the case of shoddy, worn out, and perhaps respun and rewoven and reworn out.

While these facts deprive the wool of its staple or length, destroy its adhesive "kink," and render the cloth which is made of it relatively "rotten" and worthless, at least so far as it is used in the way of warp, they do not deprive it of the advantage it possesses relatively to new wool of having been washed and scoured, and therefore counting each pound as 3 pounds in its rivalry with unwashed and unscoured wool in the quantity of cloth it will make. Hence every pound of these "wastes" displaces 3 pounds of American wool in the quantity of cloth it will make, and only 1 pound of American wool in the length of time the cloth will wear. The real price of the shoddy for each pound of the raw wool which has entered into it is therefore only 4 cents a pound, instead of the 12 cents which the Record thinks makes it so respectable.

American farmers and the American Congress are likely to say before long whether 4-cent wool in 12-cent shoddy is the sort of stuff which they care to see substituted for American flocks. What it will mean in clothing will be that American working men and women will soon be clad in woolen clothing which will fall off their backs in the first rain. General Sherman declared that this was the kind of clothing the free-trade tariffs of 1846 and 1857 gave the soldiers when they first went into the Army in 1861. But by the time the war closed, he said, they were all clad in American woollens, made of American wool, which would defy a hundred storms.

Now in reference to shoddy: The low price of foreign wools has induced a vast increase in the use of shoddy in the United States in order to enable our wool manufacturers to maintain their wool manufacturing. I will just read you what is said by Collings, Taylor & Co., manufacturers in Cleveland, as to the effect of free wool and the use of shoddy: We imported last year over 18,000,000 pounds of shoddy, equal to 54,000,000 of wool, for each pound of shoddy is equivalent to 3 pounds of merino wool, which would make the imports of 18,000,000 equal to 54,000,000 pounds of wool, and 54,000,000 are more than the entire wool crop of the three largest States of this Union. We are destroying our wool product equal to that of three of our American States by importing foreign rags and filth.

In August, 1896, Collings, Taylor & Co., wool manufacturers of Cleveland, said in a published letter:

During the years 1890 to 1895, we bought nearly all of our wool from the Ohio farmers, and paid in the neighborhood of 27 to 28 cents for washed fine. To-day we can buy for 14 to 15 cents, but the trouble is we have no use for it, for since the Wilson-Gorman bill came into effect, we have not been able to pay the existing low prices for wool, but have had to resort—like a great many other mills—to the purchase of foreign rags, of which we have purchased hundreds of tons, and worked them up, displacing just so many pounds of Ohio wool. We had to do it in order to compete with the cheap goods being imported into this country since the Wilson-Gorman law came into effect. We will also say that previous to the Wilson-Gorman bill, or during the McKinley law, we never purchased a single pound of foreign rags, waste, or wool, and during the McKinley law our mills never stopped one day for being short of work, but since the Wilson-Gorman law came into effect it has been very hard to keep the mills running three days per week, and for the last two months we have not run more than one day in each week, or, in other words, we are practically shut down, with no prospect of work until after the election, and we look for little then, unless our tariff laws are changed. (Senate Document No. 17, December, 1896, p. 31.)

Some shoddy may, perhaps, be properly used for the manufacture of inferior cheap goods; but, if so, American rags can supply all that should be used.

The conclusion seems reasonable that foreign rags, shoddy, etc., should be excluded by *prohibitory duties*.



## XXXII. OTHER PROVISIONS OF THE WOOLGROWERS' BILL.

There are other provisions of the woolgrowers' bill. These and most of its provisions are somewhat discussed in Senate Document No. 17, December, 1896, chapter VII, pages 117-132.

I presume you know what wool tops are?

Mr. DOLLIVER. No.

Mr. LAWRENCE. They are scoured wool which is carried into the first form of manufacture, put into great long rolls ready to spin. They are better than scoured wools because they have passed beyond the scouring stage to the first process of manufacture. I saw a circular here, I have forgotten whether it was from Philadelphia or New York, asking that wool tops be put at the same duty as scoured wool. Well, the injustice of that must be apparent. Of course no scoured wool would come in. It would be all tops, and thus the law would deprive our American manufacturer of the privilege of making tops from foreign wool, and—

Mr. EVANS. Made out of what quality of wool?

Mr. LAWRENCE. It is wool first scoured and then manufactured into a roll ready to spin. They are made from all classes of wools.

Mr. JUSTICE. There is a sample of it [exhibiting same].

Mr. LAWRENCE. There it is, and its import has aided in ruining our wool industry and taken from American citizens the labor of making tops and deprived them of wages for this service. And yet these gentlemen come here who sent the circular and ask that tops be dutiable simply as scoured wool.

A BYSTANDER. There is a duty now of 20 per cent.

Mr. LAWRENCE. I do not remember what it is. We want a duty of 40 cents a pound, and we want to manufacture it and let our American citizens make the tops and let them have the wages therefor. Why transfer American gold to foreigners to make those tops? Let us have protection, and protection which protects. We ask for a prohibitory duty upon foreign rags and shoddy. That strikes the common sense and common honesty and common conscience as proper and just, as it seems to me.

Mr. DOLLIVER. Was the 30 cents a pound under the act of 1890 prohibitory?

Mr. LAWRENCE. No, not quite; but we ask for a prohibitory duty upon wool tops as well as shoddy sent here from foreign countries.

Mr. DOLLIVER. Do you ask for a prohibitory duty, or a duty larger than 30 cents a pound?

Mr. LAWRENCE. I would like to have it a little larger than that to make it prohibitory.

XXXIII. WOOLGROWERS WANT SOME PROVISIONS IN THE SCHEDULE  
"WOOL MANUFACTURES."

## WOOL TOPS.

Wool tops are partially manufactured wool. They should be excluded by prohibitory duties for the double purpose:

I. Of giving to American citizens the employment and wages afforded in their manufacture, and

II. Of giving protection to American woolgrowers.



## FOREIGN WOOL MANUFACTURES HAVING THEREIN SHODDY SHOULD BE STAMPED TO INDICATE THEIR CHARACTER.

Imported woolen or worsted manufactures, in which shoddy or other adulterants are a component part, should be stamped, to indicate their character, and should be forfeited if not so stamped.

For this there are two reasons:

I. This will prevent fraud in sales as to PRICES. Shoddy goods should not be palmed off on purchasers as all new wool, with PRICES accordingly.

II. This will prevent fraud in the quality of the goods. Purchasers have a right to know WHAT they buy.

## PREVENT A FLOOD OF IMPORTS IN ADVANCE OF A PROTECTIVE TARIFF.

1. *Reasons therefor.*—Large imports of wool or wool manufactures in advance of a protective tariff, which it is evident must soon come, should be prohibited for two reasons:

I. They will supplant the use of American wool and manufactures.

II. They will enable importers to secure the enhanced price resulting from the tariff—a speculative profit never earned—worse than the “unearned increment of wealth.”

2. *How?*—This can be done by an act or joint resolution passed at an early day in the coming extra session of Congress, providing that all imports after an early fixed date shall be dutiable under the provisions of the first general tariff law enacted during the existence of the Fifty-fifth Congress, and that no goods imported shall be withdrawn for consumption except upon payment of existing duties, and the execution of a bond with sureties approved by the collector of the proper port of entry for the payment of any additional duties prescribed in the new tariff act.

The act of August 27, 1894, took one step in the right direction—it made all goods dutiable under its provisions which were withdrawn for consumption after it became a law.

## CORRECT AN ERROR.

In the woolgrowers' tariff bill as printed in Senate Document No. 17, December, 1896, page 184, the words occur:

All other wools having less than 40 per cent of grease \* \* \* shall be deemed washed.

It should read “25 per cent” instead of “40 per cent.”

## XXXIX. CONCLUSION.

I conclude with a few considerations pertinent to and supporting the policy of the most ample protection for the wool industry.

1. *Utilize our pasturage.*—Ours is a vast agricultural country, with unmeasured millions of acres of unoccupied pasturage adapted to sheep husbandry, wasting “its fragrance on the desert air,” and, with its unbounded wealth which can be utilized for no other purpose. Give us the woolgrowers' bill and it will be utilized.

2. *Depression in agriculture aggravated by free wool.*—Ours is an agricultural country, with vast overproduction of cereals, of hog and cattle meats, of horses and hay, with no remunerative foreign market, and with a home market ruinously depressed in price.



Mortgaged farms and sheriffs' sales and homes made desolate and bankruptcy send their agonized cries for relief to the American Congress.

These evils are vastly aggravated by the importation of foreign wools and Canada mutton and other sheep.

3. *Ruin by importing Canada mutton.*—"All flesh is grass," and Canada mutton sheep bring with them unwelcome, unneeded Canada grass.

We ask a market for American grass and American mutton, and we will not be satisfied if you give us a Canada stone.

As to PROPER DUTIES ON SHEEP, SEE Senate Document No. 17, December, 1895, pages 177-180.

4. *The ruin of free wool to our market for hay, corn, and oats.*—Australian wool is Australian grass, which comes to continue unutilized our own grass, and, still more, it brings a DOUBLE RUIN—it deprives our superabundant crops of hay, corn, and oats of the market which a needed number of American sheep would supply. (See especially Senate Miss. Doc. No. 35, Fifty-third Congress, second session, January, 1894, Chap. VI.)

5. It robs our labor of the privilege of producing them and the sheep to consume them and the wool they would bear. No wonder that the children of unemployed, despondent fathers and heart-broken mothers are crying for bread.

And yet ingenious contrivances and schemes in the garb of protection are here urging you to give them a stone!

They can live without carpets, but not without bread. Protection for sheep husbandry will give them bread, and still more, opportunities to earn the means to buy homes and cover their floors with carpets, and bring contentment where now dwells starving misery.

In return for this, under free wool, the Government does not even receive revenue.

The Spanish Government has recently prohibited the growth of tobacco in the abundant lands of that country adapted to the purpose, in order that her people may be taxed to raise revenue, with import duties on tobacco from downtrodden, ill-fated Cuba.

This inhuman scheme, blind to the ruin it will bring to Spanish industries and people, first deprives them of one great opportunity for utilizing their lands and of earning the means of living, and then it takes a large measure of what they can earn in other industries to pay the taxes so injuriously, unwisely imposed, instead of giving them the means of paying needed revenues from utilizing the industries adapted to Spanish soil.

This is "burning the candle at both ends." And this is precisely in effect the scene brought to our land and people by free wool, and which, even now, some professed friends of protection would continue hereafter.

Inadequate protection for wool is no better than free wool. Protection that does not protect is a sham, a fraud, a delusion, and a snare.

It is the unwisdom with which Spain supports Weyler, and it will bring Weyler destruction to our agricultural industries. Its wisdom is that of "carrying coals to Newcastle."

We want protection that protects; protection that will give revenue until our flocks shall be increased sufficiently to supply all needed wools, and then we want protection that will prohibit, and when that time comes our ability to pay revenue will be enlarged from all needed sources, and blessings will cover the whole land.

The inquiry has been made: "How can we prevent the vast flood of imports pending the consideration of the tariff bill?" I think Congress can adopt a measure by which it can be done. As I have not taken out



a copyright on it I will distribute it here; and, in brief, it is this: I suggest, in the first week of the extra session of Congress, you pass a bill which shall provide that after a certain day to be named—say, after twenty days from the passage of the bill—all foreign goods imported into this country shall pay all existing duties, whatever they may be, and that they shall not be withdrawn for consumption until the importers give bond with sureties to the satisfaction of the collector of the proper port to pay any additional duties that may be enacted in any bill which may be passed during that session of Congress.

The CHAIRMAN. The Senator from Montana states that possibly the Senate may pass that bill by the 1st of next October?

Mr. LAWRENCE. If the Senator from Montana will allow me to say, we would advise the Senate to pass it the first week of next session. All I can do is to point out the mode, and if it is not adopted the fault will not be mine. If I am in error, of course the plan will not be adopted.

Mr. TAWNEY. There are several questions that I would like to ask for information in regard to the ultimate effect of an increase of duties. You say an increased tariff would increase the price of wool?

Mr. LAWRENCE. Yes, sir.

Mr. TAWNEY. You also say it is your judgment that within a period of four years—

Mr. LAWRENCE. Four years after the protective benefit of the new tariff law will take effect; that is, for the first year—

Mr. TAWNEY. I understand you—that we would then produce all the wool that we then would need?

Mr. LAWRENCE. Yes, sir.

Mr. TAWNEY. What would be the ultimate effect of producing all the wool we need upon the price of wool? Would it continue at the price with the increased tariff or gradually reduced?

Mr. LAWRENCE. When we are occupying the position of producing all the wool we need—and I will say we have in our bill a provision for annually increasing the rate of duty with a view of reaching a time when the duties shall be prohibitory—the effect will be, the prices of American wool will be fair prices as compared with other industries, as all others will generally be fair, the prices depending upon the supply and demand. The tariff will not affect them at all. They should be prohibited as they ought to be, for whenever there is any article in this country which we can produce at a fair price and in sufficient amount to supply all our needs there is no reason why we should import any of them.

Mr. TAWNEY. That rests upon the assumption then that we will not soon produce all we want, and we would necessarily produce a surplus, which would have a tendency to regulate the price to make it reasonable?

Mr. LAWRENCE. Yes, sir; I do not mean to say we would export wool, but I do mean to say in one year we would probably produce a surplus and probably it would be carried over to the next year, and the number of sheep would regulate itself just as the amount of wheat we produce is regulated. One year we produce too much wheat and the price goes down, and the next year we produce less. One year we may produce too much wool, and thereupon we will fatten an amount of our wool-growing sheep in April and sell them more than we otherwise would until we get the product down just to meet our needs.

Mr. DALZELL. Have you any estimate of the effect of this proposed tariff rate on the revenues; how much revenue it will produce?

Mr. LAWRENCE. Oh, it will bring—no, I have not computed that—but it will bring a little more than the McKinley Act did. I think the revenue was about \$8,000,000 a year, if I remember.



Mr. TURNER. And you propose it be prohibited?

Mr. LAWRENCE. Only when we are able to supply our wants. Between this period and the period when we are able to supply all of our wool we will be getting from \$8,000,000 to \$10,000,000 a year, probably \$10,000,000 a year. That would be the condition.

Mr. WHEELER. And finally we will get none?

Mr. LAWRENCE. And finally we will get no revenue. Why should we want any other wool when we have an adequate supply here? We will put the duty on other things, and by that time our increased wealth and our increased ability will be such that we will be able to pay revenues from other sources. A protective duty will give prosperity to the whole country, because it will relieve the overproduction of wheat and other cereals to some extent, and reduce the amount——

Mr. STEELE. If you give a tax on wool you must also give a compensating tax on the manufactured article?

Mr. LAWRENCE. Yes; of course.

Mr. STEELE. Now, have you been able to fix a schedule by which you can have a specific duty on the manufactures of wool?

Mr. LAWRENCE. I have not undertaken to fix a compensatory duty on wool manufactures. I have proceeded upon the theory that the wool manufacturers would see to that and advise you on that. I have proceeded upon the theory that we woolgrowers would leave wool manufacturers to consult with you as to that, just as we think they should leave us to consult with you as to wool duties.

Mr. STEELE. Have you ever heard any suggestions in that respect?

Mr. LAWRENCE. Oh, yes; there is a rule that the compensatory duty should be about three times the duty on the wool or something more.

Mr. STEELE. How are you going to fix a specific duty?

Mr. LAWRENCE. Just as we did in the McKinley Act.

Mr. STEELE. How is the manufacturer to figure it out?

Mr. LAWRENCE. The protective duty in the McKinley Act was ad valorem and the compensatory duty was a specific duty.

Mr. WHEELER. What effect would this increase of tariff have upon the ordinary common cheaper woolen clothing?

Mr. LAWRENCE. The effect of this tariff would be for a time to increase the cost of clothing. It would also increase the ability of the people to buy. It will increase the ability of people to buy more than the increased cost of the product.

Mr. TURNER. What was the effect of the McKinley Act, which, I think, was prepared somewhat under your advice? Was that a disappointment or not?

Mr. LAWRENCE. It was a disappointment; but several of its provisions were against my advice or consent. The effect of the McKinley Act was that the prices went down and down under it, and in Texas sheep declined in numbers; and sheep increased in some States, not so much because the McKinley Act was sufficiently protective, but it was based upon a hope which was deferred. Now, that is a fact, the McKinley Act was not sufficient.

Mr. TURNER. The duty of 11 cents on unwashed wool was not high enough?

Mr. LAWRENCE. No, sir; not with the skirting clause in the act, and with its ad valorem duties on third-class wools.

Mr. TURNER. And you think it was not high enough correspondingly on the washed and scoured?

Mr. LAWRENCE. If it had not been for the skirting clause, and the fact of the light shrinking of Australian merino, and with adequate



specific duties on third-class wools, we could have got along under the McKinley Act under conditions then existing; but since then the conditions have changed. The world's price for wool has declined, and it is now necessary to have a larger duty than under the act of 1890.

Mr. TURNER. On the basis of unwashed wool you propose a duty of 12 cents?

Mr. LAWRENCE. Yes, sir; on the wools embraced in classes 1 and 2 of the act of 1890.

Mr. TURNER. And 24 cents on the unwashed Australian wool of a special class?

Mr. LAWRENCE. Yes, sir; because it will shrink in scouring less than the *washed* wools of the United States and other countries.

Mr. TURNER. And on washed wool what do you propose?

Mr. LAWRENCE. Doubled, just as all the other acts provided as to merino wool.

Mr. TURNER. And on scoured wool you propose three times as much?

Mr. LAWRENCE. Yes. The acts of 1867, 1883, and 1890 all provided for that, and we do not change that.

Mr. TURNER. As to the protective duties which are put to compensate the manufacturers for the duty they have to pay on wool, do you know whether or not it is settled in the minds of those who are concerned in this business that about the same ratio of compensation shall be provided for in this bill? You can not speak for them?

Mr. LAWRENCE. No; I can not speak for them; but I would say in my judgment the wools imported would be substantially all imported unwashed.

Mr. TURNER. What would be the effect of your rates of duty calculated upon the conditions which you have stated upon our imports of Australian wool and other foreign wools?

Mr. LAWRENCE. The imports of Australian wool would be reduced, but they would still come in to supply the necessary demand——

Mr. TURNER. Have you not really graduated this duty with a view to exclude those wools? Be candid about it.

Mr. LAWRENCE. Not with a view to exclude them, because I know they would still come in to some extent, but less than they now do, to supply the demand for the kind of goods which that kind of wool will make. My idea is, that if an American citizen will have a foreign article of a particular style, which is merely style, and not utility, it should in some measure be deemed a luxury, and, as I have stated before, they ought to be willing to pay a luxurious price for it. Under the woolgrowers' bill there would be less imports of Australian merino than under the act of 1890, and more than under free wool, but the deficiency would be supplied by imports from Argentina. One object of our bill is to transfer wool purchases from Australia to Argentina.

Mr. TURNER. To pursue your argument further on the line which you stated just now; really and candidly stated, you have endeavored rather to protect the woolgrowers than to replenish the Treasury?

Mr. LAWRENCE. During the first four years after the woolgrowers' bill should become a law its operative effect would be to replenish the Treasury more than a lower duty would be. By that time I think we could supply all needed wools, and then our policy should be to exclude all foreign wool. We would then not need any foreign wool. We could then raise additional revenues from some other sources. From that time we will not need as much revenue probably as we do now, because the pension list will be reduced.



Mr. TURNER. If you restrict the imports of wool under the conditions you name, you will necessarily have to place restrictive duties upon the imports of woollen goods, and where is our revenue to come from?

Mr. LAWRENCE. All the wool we need will come in until our domestic supply shall be adequate to supply all needs. We must have a certain amount of wool and woollen goods, and all foreign wool which we need to supply the deficiency of our clip would come if the duty was 16 cents a pound. We will have clothing, sir, no matter what the duty is. So soon as our manufacturers can supply all needed wool manufactures then our policy should be to impose protective duties to exclude all foreign manufactures, unless domestic manufacturers should charge exorbitant prices. Then, of course, we would look to other abundant sources of revenue.

Mr. TURNER. What is the price of Ohio wool now 3 X, 18 to 20 cents, washed wool?

Mr. LAWRENCE. The Ohio fleece XX is not a fair test of what the price should be. It is above the average in value.

Mr. TURNER. I do not care to be particularly accurate.

Mr. LAWRENCE. The farm value of Ohio unwashed average merino wool is not over 10 cents. The total farm value of all our wools last year, as the secretary of the National Wool Manufacturers' Association shows, was only 8 cents a pound. In Senate Mis. Doc. No. 17, of the present session of Congress, pages 108 to 111, the Philadelphia prices of all domestic wools are given for the years 1891 to 1896, inclusive.

Mr. TURNER. You say it is 10 cents; that is a surprise to me from your estimate of it.

Mr. LAWRENCE. I am speaking of the farm value.

Mr. TURNER. That is a surprise to me too.

The CHAIRMAN. I will state that the hour for the House to meet is within five minutes.

Mr. TURNER. I would like to finish the line of investigation if I may be permitted, but I do not care, of course, to inconvenience the committee. At what price would you expect to put that same grade of wool by your bill?

Mr. LAWRENCE. We ought to have the price of wool in Ohio at 30 cents a pound for washed merino; but our bill, if enacted into law, would make it about 25 cents.

Mr. TURNER. But this grade of wool you say whose farm value was 10 cents a pound, at what price would you expect to put that wool under your bill?

Mr. LAWRENCE. You mean the washed or the unwashed?

Mr. TURNER. The kind you spoke of as being worth only 10 cents to the farmer?

Mr. LAWRENCE. I should expect to make it—it ought to be made in order to be fairly compensatory—30 cents for the washed wool. This would make it but little over 20 cents for washed merino, which now commands 10 cents per pound farm value.

Mr. TURNER. Do you mean to say washed wool is worth only 10 cents to the farmer now?

Mr. LAWRENCE. I can give you here in one moment exactly the prices.

Mr. TURNER. There was a grade of wool you said is now worth 10 cents a pound to the farmer under the present conditions. What grade of wool did you have in mind?

Mr. LAWRENCE. Merino wool.

Mr. TURNER. Unwashed?

Mr. LAWRENCE. Yes, sir.



Mr. TURNER. At what price do you expect to put that by your bill? It is a simple question?

Mr. LAWRENCE. I have mislaid the document which gives prices, but our bill would make Ohio unwashed merino about 20 cents and the merino of Texas and the Rocky Mountain region about 16 cents per pound.

The CHAIRMAN. Perhaps while you are looking, it might be well to state, that it appears from the official statistics that 117,000,000 pounds of first-class wool was imported last year, about 86,000,000 from Australia.

Mr. RUSSELL. And on that you suggest a duty of 24 cents a pound?

Mr. LAWRENCE. I had a document over there, Document No. 17 of the present session of Congress, but I do not yet find it.

Mr. TURNER. Could you not answer that question without referring to any documents?

Mr. LAWRENCE. No, sir; I would rather be accurate.

Mr. TURNER. Have you any document as to what would be the effect of your bill?

Mr. LAWRENCE. Yes, sir; it is all in this document here. I will give you the farm value now in a moment. Here it is. Here is a statement prepared by Mr. Theodore Justice, and he gives the farm value of the Ohio wool, July 1, 1896. Ohio XX fine washed fleece, 14 cents; Michigan and Wisconsin X fine washed, 12 cents; Ohio fine unwashed, 9 cents.

Mr. TURNER. Now, answer my question, if you please. At what price do you intend to put that 9-cent wool by your bill?

Mr. LAWRENCE. The 9-cent wool would not command more than 20 cents under our bill.

Mr. TURNER. You mean on the farm?

Mr. LAWRENCE. Yes, sir.

Mr. TURNER. But now to the manufacturer?

The CHAIRMAN. Now, putting that duty at 12 cents and the wool costing 9 cents abroad?

Mr. LAWRENCE. The free-wool farm price of Ohio XX fine unwashed, July 1, 1896, was 9 cents per pound—that is, the free-trade price. We want such a duty as will bring that kind of wool at least up to 20 cents.

Mr. TURNER. Your bill is a scheme to put up to the consumer the price of necessary articles in the proportion of more than 100 per cent?

Mr. LAWRENCE. Yes, sir.

Mr. TURNER. Twelve cents increase or 11 cents increase on an article that is only worth 9 cents under free-trade conditions?

Mr. LAWRENCE. The lower the price the greater the necessity for the protective tariff to give protection, and our object is to put up the price of wool thereby giving prosperity to American industries and increase the ability of the American people to buy all they need, and give them benefits over and above the increased cost of their clothing.

Mr. TURNER. But your theory would apply only to those who have the benefit of that increased taxation?

Mr. LAWRENCE. I submit that the farmer who owns no sheep is quite as much interested in wool protection as the farmer who has sheep, because as you increase the number of sheep you increase the demand for oats and hay and corn to feed them. I met the editor of the Omaha Bee here a year ago in December and he said there were then 70,000 sheep, driven in from Wyoming, within 40 miles of Omaha to be fed on grain and hay raised on farms within that region, and the farmers who produced the hay and grain did not own a single sheep.



Mr. TURNER. And yet you propose to tax these farmers in return for what you propose to consume of their hay and oats over 100 per cent on the wool they consume?

Mr. LAWRENCE. I propose to increase them on the cost of clothing, and for every \$5 of increased cost thereon, they would receive other benefits more than \$25.

Mr. TURNER. Would it not be fair to consider that matter reciprocally, and ought not the wool men to do the same to the hay and oats and corn men?

Mr. LAWRENCE. The hay and oats men will get better prices the more wool we grow, and with low duties we will not grow much wool and hence would not make so large a market for the hay and oats men.

Mr. TURNER. So, to state the argument broadly, as between you and myself, have you thought of distributing the beneficence of this protective system among all the people of the United States who may be benefited; if every man got an equal share, would that be any advantage?

Mr. LAWRENCE. A wool tariff will give protective benefits to the entire population of the United States. I have shown you how it protects the farmer who has no sheep. Now, the farmer who has no sheep gets the benefit of this and they have that much more with which to erect buildings, and that gives employment to the carpenters. I know a farmer who prior to the free-wool act made his arrangements to buy \$2,000 worth of tiling, but when free wool came he canceled his order and the tile manufacturer lost the benefit as well. I am the man.

Mr. TURNER. How many flock masters are there in the United States?

Mr. LAWRENCE. There were about a million, but they were greatly reduced in number by the free-wool act.

Mr. TURNER. And they would average about how many sheep?

Mr. LAWRENCE. The average would be probably 50.

Mr. TURNER. Are not the increases of the sheep herds, if it took place in the last twenty years, rather west of the Mississippi River?

Mr. LAWRENCE. Sheep increased faster West than East, but we produced different classes of wool. You must have such wools as are produced in Michigan, Pennsylvania, and Indiana. They are different in character from the far West wools.

Mr. TURNER. What factory was that running night and day in Cleveland?

Mr. LAWRENCE. Collings, Taylor & Co.

Mr. WHEELER. You say that the cost of freight from Australia is half a cent a pound?

Mr. LAWRENCE. Yes, sir.

Mr. WHEELER. And the Australians take nothing from us. What kind of cargoes go back in these ships?

Mr. LAWRENCE. I did not mean to say Australia took nothing from us. They take something, but they will not, permanently, in the future take anything like as much from us as we take from them. The fact is, most of the wool is bought in London. It is generally first shipped to London and then shipped here. We buy very little direct.

Mr. WHEELER. The superiority of the Australian wool is due entirely to the climate, or is it partly due to the careful breeding and raising of sheep?

Mr. LAWRENCE. In the first place, the wool is not superior. Its fiber is not as good as the Ohio wool, but it is of a soft character, and the luster is due to the climate, and not to breeding, because the Australian



sheep are simply American sheep. Their wool is bred from American bucks.

Mr. WHEELER. You say that sheep have fallen off since 1883. Is not it true that all staples have fallen off in value in about the same proportion?

Mr. LAWRENCE. Not in the same proportion, but all staples have fallen off to a large extent for reasons which I think I understand and I think you understand.

Mr. WHEELER. You say you want to raise the price of wool to 20 cents. Is it not true that  $13\frac{1}{2}$  cents duty on Australian wool would do that?

Mr. LAWRENCE. No, sir; because they have an advantage in the shrinkage, they have the advantage in the less cost in reaching the market, and their wool will command better prices than wool from Ohio of better fiber and of greater real intrinsic value.

Mr. WHEELER. You say it costs 9 cents abroad and one-half cent to get it to Boston— $13\frac{1}{2}$  cents make it, allowing 3 cents to carry your wool from Ohio to Boston?

Mr. TURNER. In regard to the Cleveland factory, about which I inquired and about which you referred to just now, do you not know that the firm does not use any American wool, but uses only shoddy?

Mr. LAWRENCE. They use American wool to mix with their shoddy.

Mr. TURNER. But it is a shoddy factory?

Mr. LAWRENCE. It is a shoddy factory, but they use American wool to mix with their shoddy, so they make a demand for wool. Shoddy made out of American rags and with some American wool mixed with it is a proper thing to have to furnish a very cheap article of goods, and the more Ohio wool they mix the better the shoddy will be.

Mr. TURNER. You say that after awhile the rate of duty you propose would finally cut off the imports of wool altogether?

Mr. LAWRENCE. Not the rate which we now propose, but an increased rate would.

Mr. TURNER. Do you say within five years your scheme would operate as a prohibition?

Mr. LAWRENCE. Not the present rates we ask for, but our bill proposes to gradually increase the rate annually so at the end of about five years, when we will be able to supply all if that scale be adopted, our bill, if present conditions continue, would substantially prohibit imports.

Mr. TURNER. I did not catch the annual increase.

The CHAIRMAN. Does your bill propose to increase the duty 1 cent each year?

Mr. LAWRENCE. I think it is half a cent.

#### THE WOOL TARIFF PROPOSED BY SAMUEL LEE & CO., PROMINENT WOOL DEALERS OF PHILADELPHIA.

The woolgrowers have friends among wool dealers, as shown by the following:

SAMUEL LEE & CO., WOOL AND COMMISSION MERCHANTS,  
No. 14 NORTH FRONT STREET,  
Philadelphia, January 12, 1897.

DEAR SIR: The duty wanted on wool is 12 cents on fine unwashed, double duty on washed, and treble duty on scoured; on China wool, 12 cents duty; on Bagdad wools, 10 cents; on noils, 20 cents; on ring waste, 20 cents, and rovings, 30 cents.

We remain, yours, truly,

SAMUEL LEE & CO.

Hon. WILLIAM LAWRENCE.



PHILADELPHIA, February 5, 1897.

DEAR SIR: There is one thing I wish to call your attention to in a duty on wool. Be sure and have the same duty on washed, combing, and clothing wool—no 12 cent on one kind, and 22 cents on the other kind.

Yours truly,

SAM'L LEE.

Hon. WM. LAWRENCE.

It is regretted that some others, wool dealers, are opposing duties deemed necessary by woolgrowers.

It will be seen from the quotations of wool prices above given that Bagdad wools are worth from 6d. (12 cents) to 7½d. (15 cents). These are good clothing wools, each pound producing as much clean wool as 2 pounds of unwashed merino, and they should in fact pay a duty of at least 12 cents per pound. Under the woolgrowers' bill they would only be dutiable at 8 cents per unwashed pound.

HOW SHEEP DECLINED IN NUMBER IN TEXAS UNDER THE INADEQUATE PROTECTION OF THE WOOL TARIFF IN THE ACT OF OCTOBER 1, 1890.

*Texas sheep and wool statistics.*

## STOCK.

[From official reports of comptroller of State of Texas.]

| Year. | Number of sheep. | Valuation. | Average per head. | Increase in number. | Decrease in number. | Increase in valuation. | Decrease in valuation. |
|-------|------------------|------------|-------------------|---------------------|---------------------|------------------------|------------------------|
| 1870  | 924,749          | \$992,316  | \$1.07            |                     |                     |                        |                        |
| 1875  | 1,706,044        | 1,939,740  | 1.13              | 781,295             |                     | \$947,424              |                        |
| 1880  | 2,977,618        | 4,282,530  | 1.43              | 1,271,574           |                     | 2,342,790              |                        |
| 1881  | 3,262,107        | 5,001,619  | 1.53              | 284,489             |                     | 719,089                |                        |
| 1882  | 3,771,242        | 7,031,789  | 1.86              | 509,135             |                     | 2,030,170              |                        |
| 1883  | 4,491,600        | 9,228,234  | 2.05              | 720,358             |                     | 2,196,445              |                        |
| 1884  | 4,691,008        | 9,291,890  | 1.98              | 199,408             |                     | 63,656                 |                        |
| 1885  | 4,749,625        | 6,224,076  | 1.31              | 58,617              |                     |                        | \$3,067,814            |
| 1886  | 4,543,765        | 5,282,814  | 1.16              |                     | 205,860             |                        | 941,262                |
| 1887  | 4,275,394        | 5,016,674  | 1.17              |                     | 268,371             |                        | 266,140                |
| 1888  | 4,316,513        | 4,636,463  | 1.07              | 41,119              |                     |                        | 380,211                |
| 1889  | 4,280,111        | 5,032,293  | 1.17              |                     | 36,402              | 395,830                |                        |
| 1890  | 4,281,812        | 5,454,810  | 1.27              | 1,701               |                     | 422,517                |                        |
| 1891  | 4,070,225        | 5,639,705  | 1.38              |                     | 211,587             | 184,895                |                        |
| 1892  | 3,564,469        | 4,854,384  | 1.36              |                     | 505,756             |                        | 785,321                |
| 1893  | 3,366,257        | 4,776,848  | 1.42              |                     | 198,212             |                        | 77,536                 |
| 1894  | 2,859,269        | 2,761,727  | .97               |                     | 506,988             |                        | 2,015,121              |
| 1895  | 2,386,822        | 2,442,162  | 1.02              |                     | 472,447             |                        | 319,565                |

## WOOL.

[Price of wool per pound averaged from statistics furnished by Messrs. T. C. Frost & Co., Hill & Palmer, and Halff & Bro., of San Antonio, Tex.]

| Year. | Import rate.                                | Average price per pound. | Average weight of fleece. | Aggregate clip. | Value of clip. | Increase in clip. | Decrease in clip. | Increase in value of clip. | Decrease in value of clip. |
|-------|---------------------------------------------|--------------------------|---------------------------|-----------------|----------------|-------------------|-------------------|----------------------------|----------------------------|
|       |                                             |                          | <i>Pounds.</i>            | <i>Pounds.</i>  |                | <i>Pounds.</i>    | <i>Pounds.</i>    |                            |                            |
| 1870. | 10 cents special and 11 per ct. ad valorem. |                          | 5½                        | 5,086,119       |                |                   |                   |                            |                            |
| 1875. |                                             |                          | 5½                        | 9,383,242       |                | 4,297,123         |                   |                            |                            |
| 1880. |                                             |                          | 5½                        | 17,121,303      |                | 7,738,061         |                   |                            |                            |
| 1881. |                                             |                          | 5½                        | 18,757,114      |                | 1,635,811         |                   |                            |                            |
| 1882. |                                             |                          | 5½                        | 21,684,641      |                | 2,927,427         |                   |                            |                            |
| 1883. | 10 cents.                                   | 17.93                    | 5½                        | 25,826,700      | \$4,630,727    | 4,142,059         |                   |                            |                            |
| 1884. | do                                          | 13.12                    | 5½                        | 26,973,296      | 3,538,896      | 1,146,596         |                   |                            | \$1,091,831                |
| 1885. | do                                          | 16.27                    | 5½                        | 27,310,343      | 4,443,392      | 337,047           |                   | \$904,496                  |                            |
| 1886. | do                                          | 18.15                    | 6½                        | 29,534,472      | 5,360,506      | 2,224,129         |                   | 917,114                    |                            |
| 1887. | do                                          | 15.97                    |                           | 27,790,061      | 4,438,072      |                   | 1,744,411         |                            | 922,434                    |
| 1888. | do                                          | 16.20                    |                           | 28,057,334      | 4,545,288      | 267,273           |                   | 107,216                    |                            |
| 1889. | do                                          | 18.40                    |                           | 27,820,721      | 5,119,012      |                   | 236,613           | 573,724                    |                            |
| 1890. | 11 cents.                                   | 18.21                    |                           | 27,831,778      | 5,068,166      | 11,057            |                   |                            | 50,846                     |
| 1891. | do                                          | 17                       | 7                         | 28,491,575      | 4,843,567      | 659,797           |                   |                            | 224,599                    |
| 1892. | do                                          | 15.72                    |                           | 24,951,283      | 3,922,341      |                   | 3,540,292         |                            | 921,226                    |
| 1893. | do                                          | 9.82                     |                           | 23,563,799      | 2,223,965      |                   | 1,387,484         |                            | 1,698,376                  |
| 1894. | Free                                        | 7.44                     |                           | 20,014,883      | 1,489,107      |                   | 3,548,916         |                            | 734,858                    |
| 1896. | do                                          | 7.89                     |                           | 16,707,754      | 1,318,241      |                   | 3,307,129         |                            | 170,866                    |



## WOOL INDUSTRY OF THE UNITED STATES—THE INJURY INFLICTED ON IT BY THE FREE-WOOL ACT OF 1894—THE REMEDY FOR THE RUIN IT BROUGHT.

*For the Manufacturer:*

The wool-tariff act of March 2, 1867, gave adequate protection to our chief wool product under conditions then existing. Under it the prices of wool were fairly remunerative. Sheep increased from 28,477,951 in 1870, producing 100,102,387 pounds of wool, to 50,626,626 in 1884, producing 308,000,000 pounds. In four years—from January, 1880, to January, 1884—sheep increased in number 24 per cent.

Then, unfortunately, came the tariff act of March 3, 1883, reducing wool duties. Under it sheep declined in number from 50,626,626 in 1884, with a wool clip of 308,000,000 pounds, to only 43,431,136 in 1891, producing 285,000,000 pounds.

In view of the injury resulting from the reduction, the tariff act of October 1, 1890, known as the McKinley law, increased the duty on wool, and American flocks grew in number to 47,273,553 in 1893, producing 348,538,183 pounds of wool.

Then again in the midst of prosperity came disaster. With the result of the election of 1892 came the certainty of free wool, subsequently enacted in the Wilson-Gorman tariff act of August 28, 1894.

The following table shows the ruinous effect of this act, resulting in a loss to flock owners of \$178,793,121, with items thus:

| Year.      | Number of sheep. | Value.        | Loss on value of sheep. | Number pounds wool. | Farm value.* | Loss on wool. |
|------------|------------------|---------------|-------------------------|---------------------|--------------|---------------|
| 1892.....  | 44,938,365       | \$116,121,270 | .....                   | 333,018,405         | \$47,185,283 | .....         |
| 1893.....  | 47,273,553       | 125,909,264   | .....                   | 348,538,138         | 23,164,040   | \$24,021,243  |
| 1894.....  | 45,048,017       | 89,186,110    | \$36,723,154            | 325,210,712         | 22,122,528   | 25,062,755    |
| 1895.....  | 42,294,064       | 66,685,767    | 22,500,343              | 294,296,726         | 23,543,738   | 23,641,545    |
| 1896.....  | 36,464,405       | 61,989,488    | 4,696,279               | 270,474,708         | 20,800,000   | 26,385,283    |
| Total..... | .....            | .....         | 63,919,776              | .....               | .....        | 99,110,826    |

\*The wool product for 1892, 1893, and 1894 is based on the estimates as given by eminent wool merchants in North's Wool Book for 1895. The secretary of the National Association of Wool Manufacturers says the farm value of wool in 1896 "will not exceed 8 cents a pound," reducing the total value to \$20,800,000. (See bulletin of the association, September, 1896, page 214.) So soon as the result of the election in 1892 was known, with a certainty of free wool, the free-wool price of wool commenced in 1893, a year in advance of the act of August 27, 1894.

The increase in number of sheep in 1893 over 1892 was 2,335,188. If the increase had continued at the same rate until now, the number would be 7,005,564, which at \$2.25 per head would be \$15,762,519. Thus the total loss (1) in value of sheep (2) farm value of wool, and in number and value of sheep would be \$178,793,121.

These figures, as to number of sheep, are official from the Department of Agriculture. The eminent secretary of the National Association of Wool Manufacturers, S. N. D. North, in the bulletin of the association for September, 1896, says:

"There is a widespread impression that the statisticians of the Department have so managed their figures that the full dimensions of the injury done the sheep industry are not revealed in them. In several States the returns of the assessors indicate losses in sheep much greater than the Department shows. Many districts are found where the slaughter has been wholesale. Mr. W. B. Snow, formerly assistant statistician of the Department of Agriculture, a man thoroughly cognizant of the methods of obtaining these figures, has recently completed an independent investigation, which reduces the total number of sheep now in the country to 32,000,000, more than 4,000,000 below the Government figures, and indicating a loss in the last three years of 15,250,000 of sheep. It is our opinion that Mr. Snow's estimate is closer to the fact than that of the Department; but it is not necessary to impeach the official figures in order to make out a case against the legislation which is destroying the results of thirty years of protection in this industry."

It can not be properly said that the decline in the number of sheep and wool products was compensated for by other farm stock and crops of hay and cereals, because:

1. The place for the sheep could not be supplied immediately with horses, cattle, or hogs.

2. There had already been such overproduction of all these farm animals that an increase in the number would aggravate the evil, and still further reduce the already ruinously low prices.

3. If the lands devoted to the sheep, which were driven to slaughter by free wool, had been devoted to increased production of cereals, this, too, would have aggravated the evils of overproduction and still further depressed the already ruinously low prices.



4. There are vast areas of land which can be utilized only for sheep. Of this class of lands are: (a) Mountain sides, inaccessible to any stock but sheep and goats, and (b) prairie lands in Texas and other States, with grass so sparse that cattle or horses can not secure enough support, while sheep can. This is fully shown in Senate Document No. 17, of the Fifty-fourth Congress, first session.

5. The decline in the number of sheep took away a large market for pasturage, hay, corn, and oats, which reduced the already ruinously low prices of these crops.

6. With adequate protection for wool the number of sheep, instead of declining in 1893 and since, would have increased, and thus have added to the wealth of the country and increased the demand for and hence the acreage of pasturage, meadows, and cereal crops, and furnished a market for all.

7. It follows from these facts that the loss to woolgrowers, as stated, of \$178,793,121, by no means presents the full measure of their loss.

8. In addition to the items of loss enumerated, there were others:

(a) The depreciation in the value of sheep ranches; and

(b) The depreciation in and sometimes the loss of buildings and fixtures erected for sheep husbandry, and implements needed for it.

9. Free wool resulted in:

(a) The most fearful, devastating destruction of wealth; and

(b) Operated as the greatest barrier to an increase of wealth ever enforced on this country by hostile legislation.

#### THE REMEDY.

The remedy was promised in the Republican platform of 1896—"The most ample protection for wool."

The National Wool Growers' Association in December, 1895, agreed on a wool tariff bill, which has been more strongly indorsed than any measure ever presented to Congress. It was indorsed:

1. By the National Wool Growers' Association in December, 1895; again in December, 1896, and again January 4-6, 1897.

2. By the Farmers' National Congress, November 10-13, 1896.

3. By the Ohio State Grange, December, 1896.

4. By the Ohio Wool Growers' Association, January 13, 1897; and

5. By many other woolgrowers' associations.

This proposed bill asks Congress (1) to impose on merino wool and wools of the mutton breeds of sheep, unwashed, 12 cents a pound; (2) on other wools, 8 cents a pound; (3) double duty on all if washed, and (4) treble if scoured. It provides that Australian and similar wools of light shrinkage in scouring, as shorn in native condition, shall be deemed washed; that wool in any other than ordinary condition of whole fleece shall be subject to double duty, and defines what shall be deemed scoured wool, and that China wool shall be dutiable as the long wools of the mutton breeds.

#### WOOL DEALERS ON THE BILL.

Samuel Lee & Co., eminent wool merchants of Philadelphia, in a letter January 12, 1897, say the duty wanted is, per pound:

"Twelve cents on fine unwashed.

"Double duty on washed.

"Treble duty on scoured.

"On China wool 12 cents.

"On Bagdad wools 10 cents.

"On noils 20 cents.

"On ring waste and roving waste 30 cents."

Thus you see the woolgrowers have friends among Eastern wool dealers.

It seems to me to be regretted that the eminent wool merchant and able advocate of protection generally—Theodore Justice, of Justice, Bateman & Co., and some others—are favoring wool duties which would give no adequate protection to the wool industry.

WILLIAM LAWRENCE,  
*President of the National Wool Growers' Association.*

[Justice, Bateman & Co., wool commission merchants, 122 South Front street, Philadelphia, February 1, 1897.]

#### THE TONE OF THE MARKET.

The wool market is active and prices for light, sound, deep-grown fleeces show an upward tendency. Although as yet there is very little more machinery in motion, the improved market is owing to the efforts of manufacturers to secure a supply of



wool in advance of their wants while they can do so on the free-trade basis. Many lots of wool have sold freely at higher prices than the figures at which they have frequently been refused by the same buyers during the past three months. Many of the old moth-eaten domestic wools which have been carried for two years while manufacturers have been using foreign have gone into consumers' hands. These wools were perishable property, and had to be sold for what they would bring. Such forced sales have somewhat interfered with the upward tendency. The enormous quantities available at the London auctions have also acted as a check upon the tendency of American wools to advance. The latter are given the preference by speculators when they can be had below the London parity, but when American owners have refused to sell on the London scoured basis, orders have gone to the latter place. The last two years have shown the commanding influence exercised by America upon the wool trade of Europe, and values at the sales now in progress could not be sustained without the support of the United States. All this activity comes from the profound conviction on the part of both manufacturers and speculators that an extra session will be called shortly after Major McKinley's inauguration for the purpose of revising the tariff with a view to giving the Government more revenue, and as wool is a fair article for taxation, some sort of a duty on this staple seems certain.

#### COURSE OF THE LONDON WOOL MARKET SINCE 1890, AS SHOWN BY TOPS.

[Diagram on third page.]

The diagram on the third page indicates the general course of fine-wool prices in Europe from January, 1890, to December 31, 1896, as shown by No. 60's botany tops. These are made from such greasy merino wools as are not favorites with American buyers, and such as are seldom brought to the United States, but which constitute the bulk of the European supply. The grease prices in Europe of such merino wools as enter into the manufacture of No. 60's tops vary all the way from 8 cents for heavy to 24 cents for light, but when these widely varying greasy wools are scoured, carded, and combed into tops, they are thus brought to a uniform condition, and their quotations indicate the general course of fine-wool values.

The downward inclination to wool values from 1890 to 1895 was mainly the result of the increase in the world's supply of merino wools during that period. This was temporarily interrupted abroad by the passage of the Wilson law, which threw the American market for woollens open to the competition of the world, and at once made it greatly to the interest of American manufacturers to buy foreign instead of domestic wool, to the neglect of the latter. Thus stimulated by increased American demand prices abroad advanced 33½ per cent within a period of only four months in the summer of 1895. This is indicated by the pyramid in the diagram, which marks the point where American purchases of foreign wool and goods were heaviest. The purpose of this diagram is to show how the downward inclination of foreign prices previous to 1895 may from similar causes be again expected after wool duties are restored.

This subject is important at this time as indicating the necessity for some provision for a graduated tariff which from year to year for a brief period will increase the duty on wool as foreign prices fall, which they are sure to do when the tariff again restores American markets to American producers, and deprives foreign markets of the American support that since early in 1895 has so greatly stimulated them.

#### TARIFF HEARINGS BEFORE COMMITTEE ON WAYS AND MEANS.

The parties heard before the Ways and Means Committee in favor of a tariff upon wool and manufactures thereof (Schedule K) were almost unanimous in their appeal for a tariff that would stand the test of time; one that would be considered so moderate by the majority of the people of the United States that it would not soon be overturned, and one that at the same time would furnish ample protection to the languishing wool and woollen industry. It was conceded that a tariff law to be permanently satisfactory to the mass of the American people who are not directly interested in the growth of wool, must be a modification of the McKinley law; that is, it must be, at the start at least, a little lower, even if clearly shown that the duties of that law were no more than sufficient to offset the advantages possessed by foreign competitors. On unwashed wools of the first class about 9 cents per pound was considered the least that would be satisfactory. If there was any guarantee that the present prices of foreign wools would be maintained, a duty of 9 cents per pound would probably approach a figure that would be satisfactory to all but woolgrowers. But as the best class of skirted Australian wools on at least two occasions within the past eleven years have been 6 cents per pound below the present price, and will in all probability soon be that low again after the reimposition of a tariff upon wool, 6 cents of the 9 cents tariff would soon be offset by the foreign



decline. The American grower would then have on an average of but 3 cents per pound more than the present prices for his wool. Therefore, while a duty of 9 cents would be ample at the start, a permanent duty of 9 cents per pound would, in our opinion, be insufficient.

#### ESTIMATES OF FUTURE SUPPLY AND PRICES.

The diagram at the top of the second page has been prepared to illustrate how the increase in the supply of wool in the Southern Hemisphere from 1890 to 1895 (indicated by the upward inclining solid black lines connecting the black spots) caused the decline in price during that period. The latter is illustrated by the downward inclining solid black lines connecting the crosses or stars, showing a fall of 5 cents per pound during that period on the choicest quality alone. This downward course of prices abroad was checked by the repeal of the McKinley law, which opened the American markets to unrestricted foreign competition. The choicest grade of Australian wool most popular with American buyers, viz, Port Phillip, advanced 28 per cent. The dotted lines between the black spots give the estimated increase in the supply of the same wool by 1901, calculated upon a continuation at the same rate of increase as the past seven years. The dotted lines between the crosses, or stars, indicate the estimated effect upon future prices of this probable increase in the supply. The Port Phillip wool may by 1901 again touch 8d. or 16 cents, which low figure has twice before been reached. Therefore, a new tariff law to be permanently satisfactory and adequately protective to woolgrowers must provide for future competition with the best grade of Australian at the low figure of 8d., or 16 cents, in London, as against 11d., or 22 cents, at this date. A graduated duty, providing for an annual increase of 1 cent per pound after the close of each fiscal year for the next four years, has been proposed to the Ways and Means Committee to cover the very probable contingencies of increased supply and decreased price as indicated upon the chart, and the working of such a graduated tariff is illustrated by the table at the bottom of the next page, which was designed to show consumers how the cost of wool and manufactures thereof in all probability will be 2 cents per pound cheaper to them on wool and 8 cents per pound cheaper on woolen goods in one year, and 5 cents per pound cheaper on wool and 20 cents per pound cheaper on goods in four years, by such a graduated tariff, than the average cost of these same articles during the McKinley period. The duty then upon unwashed wool was 11 cents per pound, and the compensatory duty upon cloth was 44 cents per pound, which is a necessary provision to enable the American manufacturer to pay a duty on wool and to run his mill. Without this compensatory feature American mills would be closed, and there would then be no American market for domestic wool.

#### LONDON AUCTIONS.

The colonial wool auctions opened in London on January 19 at a decline of about 5 per cent from the closing rates of the December sales. American competition during the second week of the sales was keen enough to cause the recovery of this opening decline. The quantity being purchased for America at this sale promises to exceed that of any previous series.

#### EXPORTS OF WOOLEN AND WORSTED YARNS AND MANUFACTURES OF WOOL FROM GREAT BRITAIN INTO THE UNITED STATES DURING THE PAST FOUR YEARS.

From 1887 to 1890 (the last four years of the tariff law of 1883), the weight of the woolen and worsted yarns, and other manufactures of wool, exported from Great Britain (the Continent sent almost twice as much) to the United States averaged 4,480,250 pounds. During the four years of the McKinley law (from 1891 to 1894) the average was only 2,682,500 pounds, a decline of 40 per cent from the previous period, which represented the increased employment of the American mills and an increased domestic wool market in the United States. During 1895 and 1896, under the Wilson law, the average was 5,028,000 pounds, an increase of imports over the McKinley law period of 87½ per cent, which represents the narrowing of our home markets to home manufacturers and the extent to which foreign manufacturers have been permitted to monopolize them. This not only represents the loss of employment to American factory employees who have been deprived of their means of earning a livelihood, but it also represents the loss of the home market for domestic wool and an indirect loss in the purchasing power of the nation of over \$400,000,000 annually, thus indirectly injuring the so-called consuming class.

In view of these facts can any of the 70,000,000 consumers in the United States object to the passage of a moderate tariff bill that will aid in restoring a great industry which is being rapidly destroyed by the Wilson tariff law?



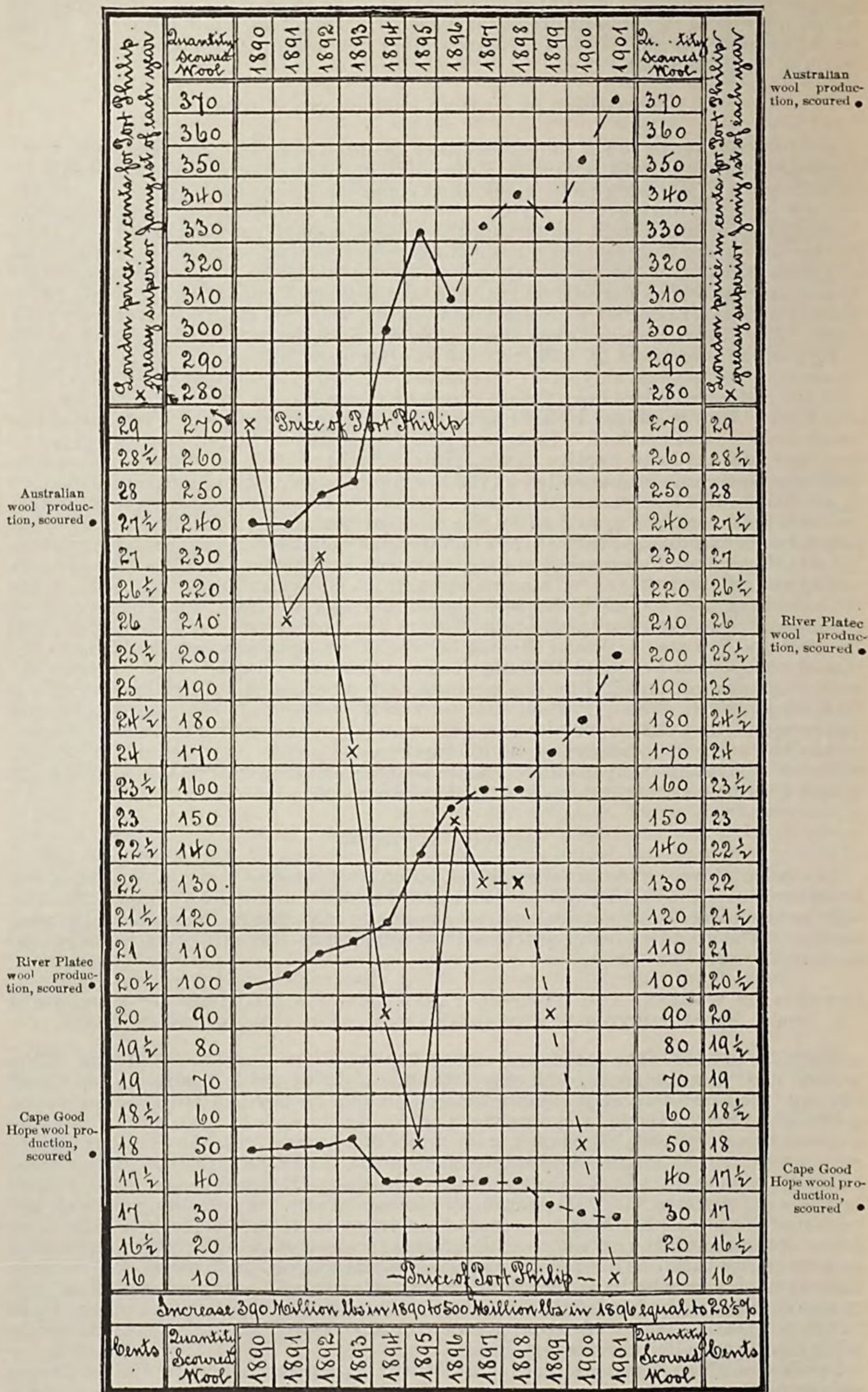
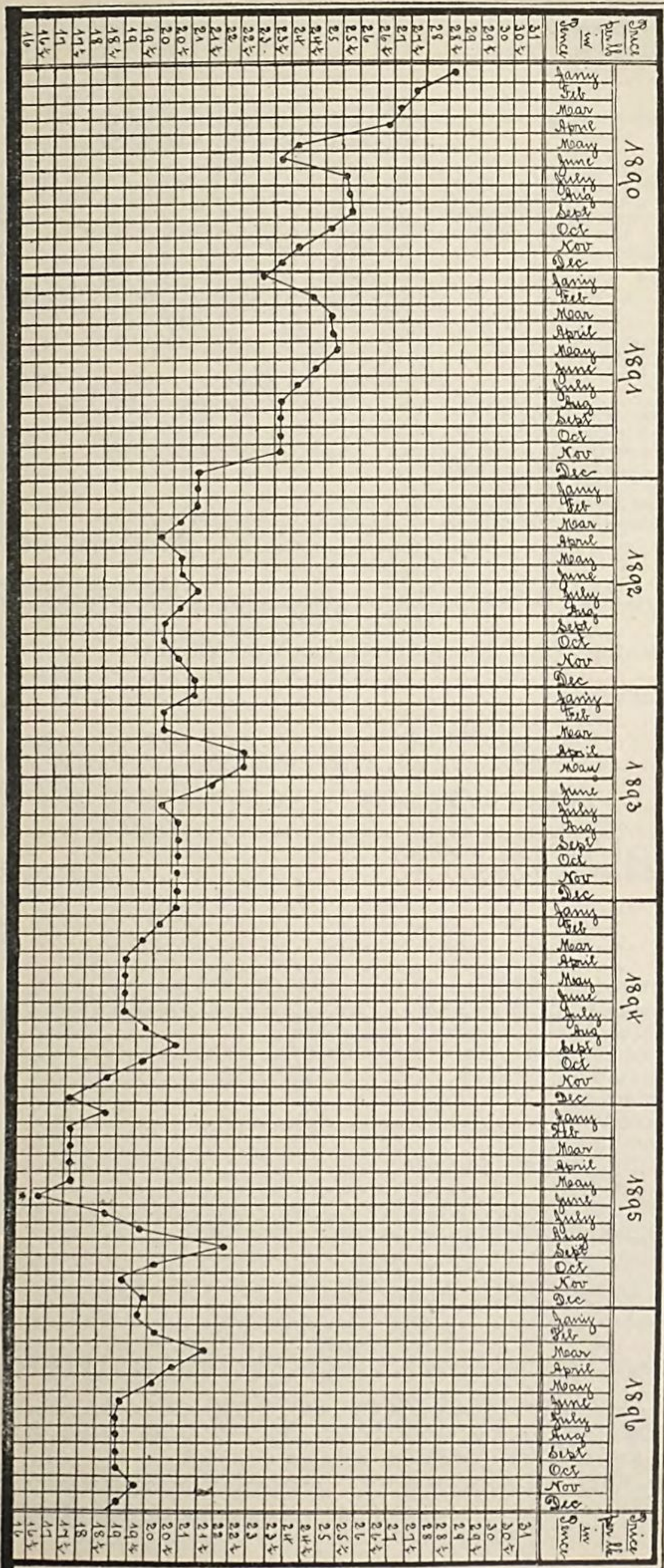




Diagram showing fluctuation in the price of 60<sup>5</sup> Botany Tops for New Zealand  
from Shadforth's *Observer* (Nov. 2nd, 1890).



\* This indicates the turning point between the depression in the foreign price caused by the rapidly increasing production of wool and the stimulating influence upon the price by the increased American demand after the Wilson law went into operation. Botany Tops of No. 60s quality, as indicated in the diagram, advanced 33 per cent between June and September, 1895 (the first calendar year of the Wilson law). After protective duties are restored, the former causes which produced the decline previous to 1895 will be again operative, and the next decline in foreign prices in all probability will touch the lowest on record.



## 1432 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

Table showing how the proposed graduated wool duties will reduce the cost to consumers of Port Phillip wool from 2 to 5 cents per pound, and cloth from 8 to 20 cents per pound, below the average cost of the McKinley period, and at the same time provide moderate protection to American woolgrowers against an almost certain fall of 6 cents or over in foreign-wool values.

| McKinley duty, October, 1890, to August, 1894. | Proposed graduated duty, changing June 30 of each year until 1900, and continuing thereafter without change. | Average price in London of choice Port Phillip wool for ten years ending 1894 was 21.70 cents, or practically 22 cents. | Estimated price in London of choice Port Phillip wool at the close of each of the fiscal years ending June 30, 1898, 1899, 1900, and 1901. | Cost of choice Port Phillip wool to consumers landed in New York (exclusive of freight and charges). | Lower to consumers on each pound of wool than under the McKinley law, when the duty was 11 cents per pound. | Lower to consumers on each pound of cloth than McKinley law. Compensatory duty of 44 cents per pound. |
|------------------------------------------------|--------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| Cents.<br>11                                   |                                                                                                              | Cents.<br>a 22                                                                                                          | Cents.                                                                                                                                     | Cents.<br>a 33                                                                                       | Cents.                                                                                                      | Cents.                                                                                                |
|                                                | Until June 30, 1898, 9 cents.....                                                                            |                                                                                                                         | 22                                                                                                                                         | 31                                                                                                   | 2                                                                                                           | 8                                                                                                     |
|                                                | After June 30, 1898, and until June 30, 1899, 10 cents.....                                                  |                                                                                                                         | 20                                                                                                                                         | 30                                                                                                   | 3                                                                                                           | 12                                                                                                    |
|                                                | After June 30, 1899, and until June 30, 1900, 11 cents.....                                                  |                                                                                                                         | 18                                                                                                                                         | 29                                                                                                   | 4                                                                                                           | 16                                                                                                    |
|                                                | June 30, 1900, and thereafter without change, 12 cents.....                                                  |                                                                                                                         | 16                                                                                                                                         | 28                                                                                                   | 5                                                                                                           | 20                                                                                                    |

a McKinley period average.

[Justice, Bateman & Co., wool commission merchants, 122 South Front street, Philadelphia, February 1, 1897.]

Washed (Clothing), Ohio, Pennsylvania, and West Virginia:

|                                                               |    |    |
|---------------------------------------------------------------|----|----|
| XXX .....                                                     | 20 | 21 |
| XX and above .....                                            | 19 | 20 |
| X .....                                                       | 18 | 19 |
| Medium (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 20 | 21 |
| Quarter-blood, or No. 2 .....                                 | 20 | 21 |
| Common .....                                                  | 18 | 19 |

Michigan, New York, and Wisconsin:

|                                                               |     |    |
|---------------------------------------------------------------|-----|----|
| X and above .....                                             | 15½ | 16 |
| Medium (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 19  | 20 |
| Quarter-blood, or No. 2 .....                                 | 19  | 20 |
| Common .....                                                  | 18  | 19 |

Tub washed:

|              |    |    |
|--------------|----|----|
| Medium ..... | 22 | 23 |
| Coarse ..... | 20 | 22 |

Washed combing and delaine:

|                                                                       |     |    |
|-----------------------------------------------------------------------|-----|----|
| Fine delaine, Ohio (X or XX) .....                                    | 20  | 21 |
| Fine delaine, Michigan, etc. (X and above) .....                      | 18½ | 19 |
| Medium combing (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 21  | 22 |
| Quarter combing, or No. 2 .....                                       | 21  | 22 |
| Braid combing .....                                                   | 20  | 21 |
| Canada combing .....                                                  | 25  | 26 |

Unwashed combing:

|                                                               |     |    |
|---------------------------------------------------------------|-----|----|
| Medium (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 15½ | 16 |
| Quarter-blood, or No. 2 .....                                 | 16  | 17 |
| Braid .....                                                   | 15  | 16 |

Unwashed (light and bright):

|                                                               |     |    |
|---------------------------------------------------------------|-----|----|
| Unmerchantable (X or XX) .....                                | 13  | 15 |
| Fine (X or XX) .....                                          | 12  | 14 |
| Medium (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 14  | 15 |
| Quarter-blood, or No. 2 .....                                 | 15½ | 16 |
| Common .....                                                  | 13  | 14 |

Tennessee, South Carolina, Georgia, Alabama, Mississippi, and Louisiana—

Unwashed.

|                                                                        |     |     |
|------------------------------------------------------------------------|-----|-----|
| Medium clothing (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 14  | 15  |
| Coarse clothing (No. 2 or $\frac{1}{4}$ -blood) .....                  | 15½ | 16  |
| Common and cotted .....                                                | 12  | 13  |
| Slightly burry .....                                                   | 11  | 12  |
| Very burry .....                                                       | 8   | 10  |
| Black .....                                                            | 11  | 12½ |



Eastern Minnesota, eastern Kansas, eastern Nebraska, South Dakota, western Missouri, western Iowa, and northwestern Wisconsin (semi-dark):

|                                                               |     |     |
|---------------------------------------------------------------|-----|-----|
| Fine (X or XX) .....                                          | 8½  | 10  |
| Medium (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 11  | 12  |
| Coarse (No. 2 or $\frac{1}{4}$ blood) .....                   | 13  | 14  |
| Common .....                                                  | 10½ | 12½ |

North Dakota, western Kansas, western Nebraska, western Minnesota, Colorado, Utah, Wyoming, Idaho, etc. (dark):

|                                                  |    |    |
|--------------------------------------------------|----|----|
| Fine (X or XX) .....                             | 8  | 10 |
| Fine medium ( $\frac{1}{2}$ -blood Merino) ..... | 10 | 11 |
| Medium (No. 1 or $\frac{3}{8}$ -blood) .....     | 10 | 11 |
| Coarse (No. 2 or $\frac{1}{4}$ -blood) .....     | 11 | 12 |

Montana:

|                                                         |    |    |
|---------------------------------------------------------|----|----|
| Fine (full-blood Merino) .....                          | 8½ | 11 |
| Fine medium ( $\frac{1}{2}$ -blood Merino) .....        | 10 | 12 |
| Medium (No. 1 or $\frac{3}{8}$ -blood) .....            | 12 | 13 |
| Coarse (No. 2 or $\frac{1}{4}$ -blood) Shropshire ..... | 12 | 13 |

Nevada:

|                                                         |    |    |
|---------------------------------------------------------|----|----|
| Fine (X or XX) .....                                    | 8½ | 10 |
| Fine medium ( $\frac{1}{2}$ -blood Merino) .....        | 9½ | 10 |
| Medium (No. 1 or $\frac{3}{8}$ -blood) .....            | 10 | 11 |
| Coarse (No. 2 or $\frac{1}{4}$ -blood) Shropshire ..... | 11 | 12 |

Washington:

|                                                               |     |     |
|---------------------------------------------------------------|-----|-----|
| Fine (X or XX) .....                                          | 7½  | 8½  |
| Medium (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 9½  | 10½ |
| Coarse (No. 2 or $\frac{1}{4}$ -blood) .....                  | 10½ | 11½ |

Oregon:

|                                                                       |     |     |
|-----------------------------------------------------------------------|-----|-----|
| Eastern fine (X or XX) .....                                          | 9   | 10  |
| Eastern medium (No. 1 or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 10  | 11  |
| Eastern coarse (No. 2 or $\frac{1}{4}$ -blood) .....                  | 10½ | 11½ |
| Valley No. 1 (fine medium) .....                                      | 14  | 15  |
| Valley No. 2 (low medium) .....                                       | 14  | 15  |
| Valley No. 3 (common) .....                                           | 12  | 13  |

Texas:

|                                                                        |    |    |
|------------------------------------------------------------------------|----|----|
| Fine Eastern (X or XX) .....                                           | 9  | 10 |
| Medium Eastern (No. 1, or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 10 | 11 |
| Fine Western (X or XX) .....                                           | 8  | 9  |
| Medium Western (No. 1, or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 10 | 11 |
| Coarse (No. 2, or $\frac{1}{4}$ blood) .....                           | 10 | 12 |

Arizona:

|                                                                |    |    |
|----------------------------------------------------------------|----|----|
| Fine (X and XX) .....                                          | 7  | 8  |
| Medium (No. 1, or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 9  | 10 |
| Coarse (No. 2, or $\frac{1}{4}$ blood) .....                   | 10 | 11 |

New Mexico:

|                                                                |    |    |
|----------------------------------------------------------------|----|----|
| Fine (X and XX) .....                                          | 8  | 10 |
| Medium (No. 1, or $\frac{3}{8}$ and $\frac{1}{2}$ blood) ..... | 10 | 11 |
| Low medium (No. 2, or $\frac{1}{4}$ blood) .....               | 10 | 11 |
| Part improved .....                                            | 10 | 11 |
| Carpet .....                                                   | 10 | 11 |

Unclassified:

|                             |     |     |
|-----------------------------|-----|-----|
| Bucks .....                 | 5½  | 8½  |
| Tags .....                  | 4½  | 6½  |
| Black, fine .....           | 10½ | 12½ |
| Black, low and medium ..... | 10½ | 13  |

The CHAIRMAN. Beginning at 12 cents and finally landing at what?

Mr. TURNER. What will be the maximum end of the gradual increase?

Mr. LAWRENCE. The sixteenth clause of the bill proposes an annual increase of one-half cent per pound, commencing one year after the 30th of June following the passage of the bill and running four years.

Mr. TURNER. So that if wool should go down in other countries, relatively, the duty exacted would go up in this country to meet it?

Mr. LAWRENCE. The object would be finally, when we are able to supply all here, to shut out all foreign wool, and just the same with woolen goods. If protection means anything, it means to give us an advantage over foreign countries. It means to increase our product, and not give it to the foreigner.



The CHAIRMAN. You would exclude finally, under your policy, all products of other countries which we could produce here at all?

Mr. LAWRENCE. All which we could produce sufficiently to supply our wants; yes, sir.

Mr. TURNER. What would become of our commerce then?

Mr. LAWRENCE. We do not produce coffee or tea. We do not produce—

Mr. WHEELER. We can produce tea very well.

Mr. LAWRENCE. We should buy from the foreign countries those things which we can not produce, and we should ship to them those things which we can produce and which they can not, and that is the legitimate business of commerce, in my judgment.

Mr. TURNER. And in order to help these flock masters, of whom you say there are about a million in the United States—

Mr. LAWRENCE. There are not so many now. There were about a million.

The CHAIRMAN. Your plan is to increase the duty until it reaches 15 cents?

Mr. LAWRENCE. Fourteen cents. Mr. Chairman and gentlemen, I have collected together for your convenience the wool-tariff acts of 1867, 1883, and 1890, with the provisions relating to wool manufactures and the woolgrowers' bill, which I will file, to be printed as an appendix to my remarks.

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## APPENDIX.

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### *WOOL-TARIFF ACTS AND PROVISIONS AS TO DUTIES ON WOOLEN GOODS IN THE ACTS OF 1867, 1883, 1890, AND 1894, AND THE WOOL-TARIFF BILL ASKED FOR BY THE WOOLGROWERS.*

#### THE ACT OF MARCH 2, 1867.

voices, books, or papers are deposited relating to the merchandise in respect to which such fraud is alleged to have been committed, and to take possession of such books or papers and produce them before the said judge; and any invoices, books, or papers so seized shall be subject to the order of said judge, who shall allow the examination of the same by the collector of customs of the port into which the alleged fraudulent importation shall have been made, or by any officer duly authorized by said collector. And such invoices, books, or papers may be retained by said judge as long as in his opinion the retention thereof may be necessary; but no warrant for such seizure shall be issued, unless the complainant shall set forth the character of the fraud alleged, the nature of the same, and the importations in respect to which it was committed, and the papers to be seized. And the warrant issued on such complaint, with report of service and proceedings thereon, shall be returned as other warrants to the court of the district within which such judge presides.

524. SECTION 3. Whenever the collector or other chief officer of the customs of any port shall be notified in writing by the owner or consignee of any vessel or vehicle, arriving from any foreign port or place, of a lien for freight on any merchandise imported in such vessel or vehicle, and remaining in his custody, such collector or other officer is hereby authorized and empowered to refuse the delivery of such merchandise from any public or bonded warehouse, or other place in which the same shall be deposited, until proof to his satisfaction shall be produced that the freight due thereon has been paid or secured; but the rights of the United States shall not be prejudiced thereby, nor shall the United States or its officers be in any manner liable for losses consequent upon such refusal to deliver; and if merchandise so subject to a lien, regarding which notice has been filed as aforesaid, shall be forfeited to the United States and sold, the freight due thereon shall be paid from the proceeds of such sale in the same manner as other charges and expenses now authorized by law to be paid therefrom.



525. SECTION 4. That the seventh section of "An act to prevent and punish frauds upon the revenue, to provide for the more certain and speedy collection of claims in favor of the United States, and for other purposes," approved March three, eighteen hundred and sixty-three; the seventeenth section of the "Act further to prevent smuggling, and for other purposes," approved July eighteen, eighteen hundred and sixty-six, and all other laws or parts of laws inconsistent with, or supplied by the provisions of this act, be, and they are hereby, repealed. And the Secretary of the Treasury shall prescribe all needful regulations to carry out and enforce the provisions of this act.

MARCH 2, 1867.

[U. S. Statutes at Large, Vol. XIV, p. 559.]

CHAP. CXC VII.—*An Act to provide increased Revenue from imported Wool, and for other Purposes.*

526. SECTION 1. From and after the passage of this act, in lieu of the duties now imposed by law on the articles mentioned and embraced in this section, there shall be levied, collected, and paid, on all unmanufactured wool, hair of the alpaca, goat, and other like animals, imported from foreign countries, the duties hereinafter provided. All wools, hair of the alpaca, goat, and other like animals, as aforesaid, shall be divided for the purpose of fixing the duties to be charged thereon, into three classes, to wit: (368.)\*

CLASS 1.—CLOTHING WOOL:

527. That is to say, merino, mestiza, metz, or metis wools, or other wools of merino blood, immediate or remote; down clothing wools, and wools of like character with any of the preceding, including such as have been heretofore usually imported into the United States from Buenos Ayres, New Zealand, Australia, Cape of Good Hope, Russia, Great Britain, Canada, and elsewhere, and also including all wools not hereinafter described or designated in classes two and three. (368.)

CLASS 2.—COMBING WOOLS:

528. That is to say, Leicester, Cotswold, Lincolnshire, down combing wools,† or other like combing wools, of English blood, and usually known by the terms herein used; and also all hair of the alpaca, goat, and other like animals. (368, 543.)

CLASS 3.—CARPET WOOLS, AND OTHER SIMILAR WOOLS:

529. Such as Donskoi, native South American, Cordova, Valparaiso, native Smyrna, and including all such wools of like character as have been heretofore usually imported into the United States from Turkey, Greece, Egypt, Syria, and elsewhere. (368.)

530. For the purpose of carrying into effect the classification herein provided, a sufficient number of distinctive samples of the various kinds of wool or hair embraced in each of the three classes above-named, selected and prepared under the direction of the Secretary of the Treasury, and duly verified by him (the standard samples being retained in the Treasury Department), shall be deposited in the custom-houses and elsewhere, as he may direct, which samples shall be used by the proper officers of the customs to determine the classes above specified, to which all imported wools belong. (368.)

531. And upon wools of the first class, the value whereof at the last port or place whence exported to the United States, excluding charges in such port,† shall be thirty-two cents or less per pound, the duty shall be ten cents per pound, and in addition thereto, eleven per centum ad valorem; upon wools of the same class, the value whereof at the last port or place whence exported to the United States, excluding charges in such port, shall exceed thirty-two cents per pound, the duty shall be twelve cents per pound, and in addition thereto, ten per centum ad valorem. Upon wools of the second class, and upon all hair of the alpaca, goat, and other like animals, the value whereof at the last port or place whence exported to the United States, excluding charges in such port, shall be thirty-two cents or less per pound, the duty shall be ten cents per pound, and in addition thereto, eleven per centum ad valorem; upon wools of the same class, the value whereof at the last port or place whence exported to the United States, excluding charges in such port, shall exceed

\* Classification by race and blood the rule. (Feb. 26, 1869, N. Y. Syn. Ser., 361.)

† The words "Canada long wools" to be inserted here. (See 543, *post.*)



thirty-two cents per pound, the duty shall be twelve cents per pound, and in addition thereto, ten per centum ad valorem. Upon wools of the third class, the value whereof at the last port or place whence exported into the United States, excluding charges in such port,\* shall be twelve cents or less per pound, the duty shall be three cents per pound; upon wools of the same class, the value whereof at the last port or place whence exported to the United States, excluding charges in such port, shall exceed twelve cents per pound, the duties shall be six cents per pound: *Provided*, That any wool of the sheep, or hair of the alpaca, goat, and other like animals, which shall be imported in any other than the ordinary condition as now and heretofore practiced, or which shall be changed in its character or condition, for the purpose of evading the duty, or which shall be reduced in value by the admixture of dirt, or any other foreign substance, shall be subject to pay twice the amount of duty to which it would be otherwise subjected, anything in this act to the contrary notwithstanding: *Provided, further*, That when wool of different qualities is imported in the same bale, bag, or package, it shall be appraised by the appraiser, to determine the rate of duty to which it shall be subjected, at the average aggregate value of the contents of the bale, bag, or package: and when bales of different qualities are embraced in the same invoice at the same prices whereby the average price shall be reduced more than ten per centum below the value of the bale of the best quality, the value of the whole shall be appraised according to the value of the bale of the best quality; and no bale, bag, or package shall be liable to a less rate of duty in consequence of being invoiced with wool of lower value: *And provided, further*, That the duty upon wool of the first class which shall be imported washed shall be twice the amount of duty to which it would be subjected if imported unwashed, and that the duty upon wool of all classes which shall be imported scoured shall be three times the amount of the duty to which it would be subjected if imported unwashed (368). On sheepskins [and Angora goatskins,] (638), raw or unmanufactured (368), imported with the wool on, washed or unwashed, the duty shall be thirty per centum ad valorem (595); and on woollen rags (183), shoddy (368), mungo, waste, and flocks† (368), the duty shall be twelve cents per pound.

SECTION 2. In lieu of the duties heretofore imposed by law on the articles hereinafter mentioned, and on such as may now be exempt from duty, there shall be levied, collected, and paid on the goods, wares, and merchandise herein enumerated and provided for, imported from foreign countries, the following duties and rates of duty, that is to say:

532. On woollen cloths, woollen shawls, and all manufactures of wool of every description‡ made wholly or in part of wool, not *herein* otherwise provided for, fifty cents per pound, and, in addition thereto, thirty-five per centum ad valorem (370).

533. On flannels,§ blankets, hats of wool,|| knit goods, Balmorals (537), woollen

\*“ The commissions, &c., required to be included by section 9, act of July 28, 1866 (*ante*, 516), in the dutiable value of imported merchandise, are to be *included* in the dutiable value of wool, but *excluded* in determining the classification or rate of duty under the above act. This view was taken by Department's decision of Sept. 21, 1869 (Synopsis, 457), which held that the above words, ‘*excluding charges in such port*’ have reference only to determining the *rate of duty* to which imported wools are liable, and do not exclude such charges from entering into and forming part of their *dutiable value*.” (April 20, 1870, Bost. Syn. Ser., 641.) See also Dept. decision of April 9, 1868 (N. Y.), as to inclusion of the packing or bailing of Cordova wool in hide covers, in ascertaining the dutiable value. (Syn. of Decisions, 1868, No. 84.)

† The percentage of allowance for increase of weight of wool should be ascertained by the appraisers and reported to collector in the same manner as estimates of damage. (May, 1871, N. Y.)

‡ “Pulverized waste, or flock, or shoddy,” was held to be liable to the same duty as waste, flocks, or shoddy, under the act of 1846. (*Lamrig vs. Maxwell*, 3 Bl. C. C., 125. See also Tr. Reg., p. 567.)

§ “Paddings,” called “calf hair and cotton paddings,” but returned by the appraiser as manufactures of wool and cotton, are subject to duty at the rate of fifty cents per pound and thirty-five per centum ad valorem, under this provision. (Feb. 9, 1872, Phil.)

|| “The materials of which certain railway rugs, imitation Astrakhan cloth, seal skin cloakings, and other similar goods are composed, mfd. partly of hair, having been found to be so blended that it was impracticable to determine by an examination whether said goods contained any wool or worsted, or wool or worsted waste, the Department decided that they should be classified as a mf. of wool, under the second clause of section 2, Act March 2, 1867, except in cases where the invoice is accompanied by a certificate from the manufacturer of the goods” in the form prescribed S. S., 739.

On October 19, 1875 (S. S., 2480), the Department ruled that this certificate should, in future, be *disregarded*; and *reinstated* prior rules and principles for the determination of the classification of all goods imported under the commercial designation of “calf- or cow-hair goods;” to apply, not only to subsequent importations, but also to those previously made, and remaining in the custody of the collector.

Upon like importations remaining in warehouse, or withdrawn upon entries not finally liquidated, duties were directed to be assessed, as far as practicable, at the rates appertaining to mfs. in part of wool n. o. p. f.

As to liquidated withdrawal entries covering goods of this class, the Department reserved the right of reliquidation and suit for the recovery of balances. (S. S., 2480.) But, under Department ruling of Oct. 26, 1876, all mfs. commercially known as “*calf or cow hair goods*,” are dutiable as *woollens or their similitudes respectively*, under 1162-68, or 908. (S. S., 3011. See T. D., 122.)

§ See Treasury Regulations of 1857, pp. 555, 556, as to what is comprehended under the term “blanket.”

|| “Travelling rugs,” held not to be blankets. (September 21, 1859, New York.)

|| “The term ‘hats of wool’ applies only to hats the bodies of which are composed of wool that has undergone no process of manufacture except felting or fulling, and not to hats made of woollen cloth.” (September 1, 1860, New York.)



and worsted yarns, and all manufactures of every description, composed wholly or in part of worsted,\* the hair of the alpaca, goat, or other like animals, except such as are composed in part of wool, not otherwise provided for, valued at not exceeding forty cents per pound, twenty cents per pound; valued at above forty cents per pound and not exceeding sixty cents per pound, thirty cents per pound; valued at above sixty cents per pound and not exceeding eighty cents per pound, forty cents per pound; valued at above eighty cents per pound, fifty cents per pound; and in addition thereto, upon all the above-named articles, thirty-five per centum ad valorem.

534. On endless belts or felts for paper or printing machines, twenty cents per pound and thirty-five per centum ad valorem.

535. On bunting, twenty cents per square yard, and, in addition thereto, thirty-five per centum ad valorem.

536. On women's and children's dress goods and real or imitation Italian cloths, composed wholly or in part of wool, worsted,† the hair of the alpaca, goat, or other like animals, valued at not exceeding twenty cents per square yard, six cents per square yard, and, in addition thereto, thirty-five per centum ad valorem; valued at above twenty cents the square yard, eight cents per square yard, and, in addition thereto, forty per centum ad valorem: *Provided*, That on all goods weighing four ounces and over per square yard, the duty shall be fifty cents per pound, and, in addition thereto, thirty-five per centum ad valorem.

537. On clothing ready made, and wearing apparel‡ of every description, and Balmoral (533) skirts and skirting, and goods of similar description, or used for like purposes, composed wholly or in part of wool, worsted, the hair of the alpaca, goat, or other like animals, made up or manufactured wholly or in part by the tailor, seamstress, or manufacturer, except knit goods, fifty cents per pound, and, in addition thereto, forty per centum ad valorem.

538. On webbings, beltings, bindings, braids, galloons, fringes, gimps, cords, cords and tassels, dress-trimmings, head-nets, buttons or barrel buttons, or buttons of other forms for tassels or ornaments, wrought by hand or braided by machinery, made of wool, worsted, or mohair, or of which wool, worsted or mohair§ is a component material, [unmixed with silk,] (547,) fifty cents per pound, and, in addition thereto, fifty per centum ad valorem.

539. On Aubusson and Axminster carpets, and carpets woven whole for rooms, fifty per centum ad valorem; on Saxony, Wilton, and Tournay velvet carpets, wrought by the Jacquard machine, seventy cents per square yard, and, in addition thereto, thirty-five per centum ad valorem; on Brussels carpets wrought by the Jacquard machine, forty-four cents per square yard, and, in addition thereto, thirty-five per centum ad valorem; on patent velvet and tapestry velvet carpets, printed on the warp or otherwise, forty cents per square yard, and, in addition thereto, thirty-five per centum ad valorem; on tapestry Brussels carpets, (369.) printed on the warp or otherwise, twenty-eight cents per square yard, and, in addition thereto, thirty-five per centum ad valorem; on treble ingrain, three-ply, and worsted chain Venetian carpets, seventeen cents per square yard, and, in addition thereto, thirty-five per centum ad valorem; on yarn Venetian and two-ply ingrain carpets, twelve cents per square yard, and, in addition thereto, thirty-five per centum ad valorem; on druggets|| and bockings, printed, colored, or otherwise, twenty-five cents per square yard, and, in addition thereto, thirty-five per centum ad valorem; on hemp or jute carpeting, eight cents per square yard; on carpets and carpetings of wool flax, or cotton, or parts of either, or other material, not otherwise herein specified, forty per centum ad valorem: *Provided*, That mats, rugs,¶ screens, covers, hassocks, bedsides, and other portions of carpets or carpeting shall be subjected to the rate of duty

\* "Worsted being a distinct article, known in commerce under that name, worsted shawls with cotton borders, and suspenders with cotton ends, are not liable to be rated for duties as manufactures of wool. (Elliott vs. Swartwout, 10 Pet. 137.)

† "Under the act of 1842, goats' hair, plush or mohair plush, though composed partly of cotton was chargeable with duty as a manufacture of 'goats' hair or mohair.'" (Thorp vs. Lawrence, 1 Bl. C. C. 351.)

‡ See last note on preceding page.

§ "Under the act of 1846 shawls of worsted and cotton, silk and worsted, silk, barege, merino, mousseline de laine, and worsted and silk scarfs, were subject to a duty of thirty per centum ad valorem, as wearing apparel." (Maillard vs. Lawrence, 16 How. 251, S. C. 1 Bl. C. C. 504.)

|| "Under that act, scarfs or shawls, manufactured in looms, in strips or pieces, containing several, and actually separated before importation, were chargeable with a duty of thirty per centum as wearing apparel." (Ibid. See also Tr. Reg., p. 583.)

¶ "By the term 'wearing apparel,' Congress intended to make the *purpose, adaptation, and use* of an article, and *not* its commercial designation, the test of its dutiable description." (Ibid.)

§ This clause embraces braids of cotton and worsted. (Dept. Let., April 11, 1867, C. & Co.) And galloons and fringes of mohair and bugles. (April 9, 1867, L. & B.) And gimps or trimmings of worsted and beads. (May 1, 1867, J. C. K.) And dress-trimmings of worsted and beads. (May 31, 1867, New York.)

|| The decision of the United States Circuit Court in *United States vs. Turnbull et al.*, acquiesced in by the Department, classifies felt carpeting under this clause, at 40 per centum ad valorem. (Jan. 30, 1872. Baltimore, Syn. Series, 1011.)

¶ See Department Letter of September 11, 1866, to S. & Co. as to what were "rugs" under the fifth section of the tariff act of 1864. (§ 369, ante.)



herein imposed on carpets or carpeting of like character or description, and that the duty on all other mats, (not exclusively of vegetable material,) (369,) screens, hassocks, and rugs,\* shall be forty-five per centum ad valorem.

540. On oil-cloths for floors, stamped, painted, or printed, valued at fifty cents or less per square yard, thirty-five per centum ad valorem; valued at over fifty cents per square yard, and on all other oil-cloths, (except silk oil-cloth,) and on waterproof cloth, not otherwise provided for, forty-five per centum ad valorem; on oil silk cloth, sixty per centum ad valorem.

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MARCH 2, 1867.

[U. S. Statutes at Large, Vol. XIV, p. 571.]

No. 28.—*Joint Resolution to amend Section five of an Act entitled "An Act to increase Duties on Imports, and for other Purposes," approved June thirtieth, one thousand eight hundred and sixty-four.*

541. That the paragraph of section five (372) of an act entitled "An act to increase duties on imports, and for other purposes," approved June thirtieth, eighteen hundred and sixty-four, as follows, to wit: "On lastings, mohair cloth, silk, twist, wool, or other manufactured cloth woven or made in patterns of such size, shape, and form, or cut in such manner as to be fit for shoes, slippers, boots, gaiters, and buttons (548) exclusively, not combined with India-rubber, ten per centum ad valorem," be, and the same is hereby, repealed.† (372, 532, 533.)

542. SECTION 2. From and after the passage of this resolution, machinery for the manufacture of beet sugar, and imported for that purpose solely, shall be exempted from duty.

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MARCH 22, 1867.

[U. S. Statutes at Large, Vol. XV, p. 21.]

No. 8.—*Joint Resolution to supply an Omission in the Enrolment of the "Act to provide increased Revenue from imported Wool, and for other Purposes."*

543. WHEREAS, in the enrolment of the bill entitled "An act to provide increased revenue from imported wool, and for other purposes," approved March second, eighteen hundred and sixty-seven, the words "Canada long wools" were inadvertently omitted from the paragraph designated under the heading "Class 2. Combing Wools;" and whereas said words are in the engrossed bill, and were intended as part of the act aforesaid, as passed by the Thirty-ninth Congress: Therefore—

*Be it Resolved, &c.,* That the "Act to provide increased revenue from imported wool, and for other purposes," aforesaid, be, and is hereby, amended by inserting after the words "Down combing wools," in the paragraph headed "Class 2. Combing Wools," the words "Canada long wools." (528.)

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MARCH 25, 1867.

[U. S. Statutes at Large, Vol. XV, p. 22.]

No. 11.—*Joint Resolution fixing the Rate of Duty on Umbrellas, and on Wire Spiral Furniture Springs.*

544. From and after the passage of this joint resolution, there shall be levied, collected and paid upon umbrellas (739), parasols, and sunshades, imported from foreign countries, when made of silk, no lower rate of duty than that now imposed upon piece and dress silks namely, sixty per centum ad valorem, and when made of other materials than silk, the duty shall be fifty per centum ad valorem (739); and that wire spiral furniture springs, imported from foreign countries, manufactured of iron wire, shall be required to pay the same rate of duty as now imposed on iron wire, namely, two cents per pound, and fifteen per centum ad valorem.

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\* Certain so-styled "railway rugs" of cows' hair and cotton, or calves' hair and cotton, held not to be "rugs" under this act. They should be classified according to the materials of "which they are composed, to be determined by the appraiser on examination," &c. (January 18, 1870, United States Appraiser, Boston.)

† "The Department's decision of March 22, 1867, held that the joint resolution of March 2, 1867, has the effect of repealing all laws discriminating in favor of 'lastings, mohair cloth, silk, twist, wool, or other manufactured cloth' woven or made in patterns, or cut in such manner as to be fit for shoes, boots, gaiters, . . . and of making such merchandise liable to the rates of duty *respectively* provided therefor by the tariff acts now in force, the same as if they were not intended for such purposes."

"Under said decision certain slipper patterns of wool are liable to a duty of fifty cents per pound and thirty-five per centum ad valorem." (August 15, 1868, Boston.)



MARCH 26, 1867.

[U. S. Statutes at Large, Vol. XV, p. 23.]

No. 13.—*Joint Resolution providing for the Importation into the United States of certain Works of Art Duty free, and for other Purposes.*

545. From and after the passage of this joint resolution any object of art imported by any individual or association of individuals for presentation as a gift to the United States government, or to any State, county, or municipal government, shall be admitted free of duty, under such rules and regulations as the Secretary of the Treasury may prescribe.\*

546. SECTION 2. That the Secretary of the Treasury be, and hereby is, authorized to refund the duties paid on any steam agricultural machinery imported into the United States during the current fiscal year as models or for experimental purposes, and to remit the duties on any steam machinery of like description which may be imported for such purpose prior to the thirtieth of June, eighteen hundred and sixty-eight. *Provided*, That this section shall apply only to steam ploughs.

MARCH 29, 1867.

[U. S. Statutes at Large, Vol. XV, p. 24.]

*Joint Resolution to amend an Act entitled "An Act to provide increased Revenue from imported Wool and for other Purposes."*

547. That the act entitled "An act to provide increased revenue from imported wool and for other purposes," approved March second, eighteen hundred and sixty-seven, be amended by striking out in the paragraph commencing with the words "on webbings, beltings, bindings, braids," the following words, viz., "unmixed with silk."

548. SECTION 2. The joint resolution of March second, eighteen hundred and sixty-seven, to amend section five of an act entitled "An act to increase the duties on imports and for other purposes," approved June thirtieth, eighteen hundred and sixty-four, shall not be construed to apply to lasting, mohair cloth, silk, twist, or other manufactures of cloth woven or made in patterns of such size, shape and form, or cut in such manner as to be fit for buttons exclusively. (372.)

THE ACT OF MARCH 3, 1883.

SCHEDULE K.—WOOL AND WOOLENS.

352. All wools, hair of the alpaca, goat, and other like animals, shall be divided, for the purpose of fixing the duties to be charged thereon, into the three following classes:

353. Class 1, clothing wools.—That is to say, merino, mestiza, metz, or metis wools, or other wools of merino blood, immediate or remote, Down clothing wools, and wools of like character with any of the preceding, including such as have been heretofore usually imported into the United States from Buenos Ayres, New Zealand, Australia, Cape of Good Hope, Russia, Great Britain, Canada, and elsewhere, and also including all wools not hereinafter described or designated in classes two and three.

354. Class two, combing wools.—That is to say, Leicester, Cotswold, Lincolnshire, Down combing wools, Canada long wools, or other like combing wools of English blood, and usually known by the terms herein used, and also all hair of the alpaca, goat, and other like animals.

355. Class three, carpet wools and other similar wools.—Such as Donskoi, native South American, Cordova, Valparaiso, native Smyrna, and including all such wools of like character as have been heretofore usually imported into the United States from Turkey, Greece, Egypt, Syria, and elsewhere.

356. The duty on wools of the first class which shall be imported washed shall be twice the amount of the duty to which they would be subjected if imported unwashed; and the duty on wools of all classes which shall be imported scoured shall be three times the duty to which they would be subjected if imported unwashed. The duty

\*The regulations issued May 25, 1867, under this act, are as follows:

"The individual or association of individuals importing any object of art for presentation as a gift to the United States Government, or to any State, county, or municipal government, is required to make an application in writing to the Department, requesting such free entry, which shall contain a description of the work of art imported, and the name of the branch of the United States Government, or of the State, county, or municipal government, to which the presentation is intended to be made; such application to be accompanied by a letter, or other evidence, from the chief officer of the branch of the United States Government, or of the State, county, or municipal government, signifying the acceptance of such work of art as a gift."



upon wool of the sheep, or hair of the alpaca, goat, and other like animals, which shall be imported in any other than ordinary condition, as now and heretofore practiced, or which shall be changed in its character or condition for the purpose of evading the duty, or which shall be reduced in value by the admixture of dirt or any other foreign substance, shall be twice the duty to which it would be otherwise subject.

357. Wools of the first class, the value whereof at the last port or place whence exported to the United States, excluding charges in such port, shall be thirty cents or less per pound, ten cents per pound; wools of the same class, the value whereof at the last port or place whence exported to the United States, excluding charges in such port, shall exceed thirty cents per pound, twelve cents per pound.

358. Wools of the second class, and all hair of the alpaca, goat, and other like animals, the value whereof, at the last port or place whence exported to the United States, excluding charges in such port, shall be thirty cents or less per pound, ten cents per pound; wools of the same class, the value whereof at the last port or place whence exported to the United States, excluding charges in such port, shall exceed thirty cents per pound, twelve cents per pound.

359. Wools of the third class, the value whereof, at the last port or place whence exported to the United States, excluding charges in such port, shall be twelve cents or less per pound, two and a half cents per pound; wools of the same class, the value whereof, at the last port or place whence exported to the United States, excluding charges in such port, shall exceed twelve cents per pound, five cents per pound.

360. Wools on the skin, the same rates as the other wools, the quantity and value to be ascertained under such rules as the Secretary of the Treasury may prescribe.

361. Woolen rags, shoddy, mungo, waste, and flocks, ten cents per pound.

362. Woolen cloths, woolen shawls, and all manufactures of wool of every description, made wholly or in part of wool, not specially enumerated or provided for in this act, valued at not exceeding eighty cents per pound, thirty-five cents per pound and thirty-five per centum ad valorem; valued at above eighty cents per pound, thirty-five cents per pound, and in addition thereto forty per centum ad valorem.

363. Flannels, blankets, hats of wool, knit goods, and all goods made on knitting-frames, balmorals, woolen and worsted yarns, and all manufactures of every description, composed wholly or in part of worsted, the hair of the alpaca, goat, or other animals, (except such as are composed in part of wool), not specially enumerated or provided for in this act, valued at not exceeding thirty cents per pound, ten cents per pound; valued at above thirty cents per pound, and not exceeding forty cents per pound, twelve cents per pound; valued at above forty cents per pound and not exceeding sixty cents per pound, eighteen cents per pound; valued at above sixty cents per pound, and not exceeding eighty cents per pound, twenty-four cents per pound; and in addition thereto, upon all the above-named articles, thirty-five per centum ad valorem; valued at above eighty cents per pound, thirty-five cents per pound, and in addition thereto forty per centum ad valorem.

364. Bunting, ten cents per square yard, and in addition thereto, thirty-five per centum ad valorem.

365. Women's and children's dress goods, coat linings, Italian cloths, and goods of like description, composed in part of wool, worsted, the hair of the alpaca, goat, or other animals, valued at not exceeding twenty cents per square yard, five cents per square yard, and in addition thereto thirty-five per centum ad valorem; valued at above twenty cents per square yard, seven cents per square yard, and forty per centum ad valorem; if composed wholly of wool, worsted, the hair of the alpaca, goat, or other animals, or of a mixture of them, nine cents per square yard and forty per centum ad valorem, but all such goods with selvages, made wholly or in part of other materials, or with threads of other materials introduced for the purpose of changing the classification, shall be dutiable at nine cents per square yard and forty per centum ad valorem: *Provided*, That all such goods weighing over four ounces per square yard shall pay a duty of thirty-five cents per pound and forty per centum ad valorem.

366. Clothing, ready-made, and wearing apparel of every description, not specifically enumerated or provided for in this act, and balmoral skirts, and skirting, and goods of similar description, or used for like purposes, composed wholly or in part of wool, worsted, the hair of the alpaca, goat, or other animals, made up or manufactured wholly or in part by the tailor, seamstress, or manufacturer, except knit goods, forty cents per pound, and in addition thereto, thirty-five per centum ad valorem.

367. Cloaks, dolmans, jackets, talmas, ulsters, or other outside garments for ladies' and children's apparel and goods of similar description, or used for like purposes, composed wholly or in part of wool, worsted, the hair of the alpaca, goat, or other animals, made up or manufactured wholly or in part by the tailor, seamstress, or manufacturer (except knit goods), forty-five cents per pound, and in addition thereto forty per centum ad valorem.

368. Webbing, gorings, suspenders, braces, beltings, bindings, braids, galloons, fringes, gimps, cords and tassels, dress-trimmings, head-nets, buttons, or barrel buttons, or buttons of other forms for tassels or ornaments, wrought by hand, or braided



by machinery, made of wool, worsted, the hair of the alpaca, goat, or other animals, or of which wool, worsted, the hair of the alpaca, goat, or other animals is a component material, thirty cents per pound, and in addition thereto, fifty per centum ad valorem.

369. Aubusson, Axminster, and chenille carpets, and carpets woven whole for rooms, forty-five cents per square yard, and in addition thereto, thirty per centum ad valorem.

370. Saxony, Wilton, and Tournay velvet carpets, forty-five cents per square yard, and in addition thereto, thirty per centum ad valorem.

371. Brussels carpets, thirty cents per square yard, and in addition thereto, thirty per centum ad valorem.

372. Patent velvet and tapestry velvet carpets, printed on the warp or otherwise, twenty-five cents per square yard, and in addition thereto, thirty per centum ad valorem.

373. Tapestry Brussels carpets, printed on the warp or otherwise, twenty cents per square yard, and in addition thereto, thirty per centum ad valorem.

374. Treble ingrain, three-ply, and worsted-chain Venetian carpets, twelve cents per square yard, and in addition thereto, thirty per centum ad valorem.

375. Yarn Venetian, and two-ply ingrain carpets, eight cents per square yard, and in addition thereto, thirty per centum ad valorem.

376. Druggets and bockings, printed, colored, or otherwise, fifteen cents per square yard, and in addition thereto, thirty per centum ad valorem.

377. Hemp or jute carpeting, six cents per square yard.

378. Carpets and carpetings of wool, flax, or cotton, or parts of either or other material, not otherwise herein specified, forty per centum ad valorem; and mats, rugs, screens, covers, hassocks, bedsides, and other portions of carpets or carpetings, shall be subjected to the rate of duty herein imposed on carpets or carpeting of like character or description; and the duty on all other mats not exclusively of vegetable material, screens, hassocks, and rugs, shall be forty per centum ad valorem.

379. Endless belts or felts for paper or printing machines, twenty cents per pound and thirty per centum ad valorem.

#### THE ACT OF OCTOBER 1, 1890.

##### SCHEDULE K.—WOOL AND MANUFACTURES OF WOOL.

375. All wools, hair of the camel, goat, alpaca, and other like animals shall be divided for the purpose of fixing the duties to be charged thereon into the three following classes:

376. Class one, that is to say, Merino, mestiza, metz, or metis wools, or other wools of Merino blood, immediate or remote, Down clothing wools, and wools of like character with any of the preceding, including such as have been heretofore usually imported into the United States from Buenos Ayres, New Zealand, Australia, Cape of Good Hope, Russia, Great Britain, Canada, and elsewhere, and also including all wools not hereinafter described or designated in classes two and three.

377. Class two, that is to say, Leicester, Cotswold, Lincolnshire, Down combing wools, Canada long wools, or other like combing wools of English blood, and usually known by the terms herein used, and also hair of the camel, goat, alpaca, and other like animals.

378. Class three, that is to say, Donskoi, native South American, Cordova, Valparaiso, native Smyrna, Russian camel's hair, and including all such wools of like character as have been heretofore usually imported into the United States from Turkey, Greece, Egypt, Syria, and elsewhere, excepting improved wools hereinafter provided for.

379. The standard samples of all wools which are now or may be hereafter deposited in the principal custom-houses of the United States, under the authority of the Secretary of the Treasury, shall be the standards for the classification of wools under this act, and the Secretary of the Treasury shall have the authority to renew these standards and to make such additions to them from time to time as may be required, and he shall cause to be deposited like standards in other custom-houses of the United States when they may be needed.

380. Whenever wools of class three shall have been improved by the admixture of Merino or English blood from their present character as represented by the standard samples now or hereafter to be deposited in the principal custom-houses of the United States, such improved wools shall be classified for duty either as class one or as class two, as the case may be.

381. The duty on wools of the first class which shall be imported washed shall be twice the amount of the duty to which they would be subjected if imported unwashed; and the duty on wools of the first and second classes which shall be imported scoured shall be three times the duty to which they would be subjected if imported unwashed.

382. Unwashed wools shall be considered such as shall have been shorn from the



sheep without any cleansing; that is, in their natural condition. Washed wools shall be considered such as have been washed with water on the sheep's back. Wool washed in any other manner than on the sheep's back shall be considered as scoured wool.

383. The duty upon wool of the sheep or hair of the camel, goat, alpaca, and other like animals which shall be imported in any other than ordinary condition, or which shall be changed in its character or condition for the purpose of evading the duty, or which shall be reduced in value by the admixture of dirt or any other foreign substance, or which has been sorted or increased in value by the rejection of any part of the original fleece, shall be twice the duty to which it would be otherwise subject: *Provided*, That skirted wools as now imported are hereby excepted. Wools on which a duty is assessed amounting to three times or more than that which would be assessed if said wool was imported unwashed, such duty shall not be doubled on account of its being sorted. If any bale or package of wool or hair specified in this act imported as of any specified class, or claimed by the importer to be dutiable as of any specified class shall contain any wool or hair subject to a higher rate of duty than the class so specified, the whole bale or package shall be subject to the highest rate of duty chargeable on wool of the class subject to such higher rate of duty, and if any bale or package be claimed by the importer to be shoddy, mungo, flocks, wool, hair, or other material of any class specified in this act, and such bale contain any admixture of any one or more of said materials, or of any other material, the whole bale or package shall be subject to duty at the highest rate imposed upon any article in said bale or package.

384. The duty upon all wools and hair of the first class shall be eleven cents per pound, and upon all wools or hair of the second class twelve cents per pound.

385. On wools of the third class and on camel's hair of the third class the value whereof shall be thirteen cents or less per pound, including charges, the duty shall be thirty-two per centum ad valorem.

386. On wools of the third class, and on camel's hair of the third class, the value whereof shall exceed thirteen cents per pound including charges, the duty shall be fifty per cent. ad valorem.

387. Wools on the skin shall pay the same rate as other wools, the quantity and value to be ascertained under such rules as the Secretary of the Treasury may prescribe.

388. On noils, shoddy, top waste, slubbing waste, roving waste, ring waste, yarn waste, garnetted waste, and all other wastes composed wholly or in part of wool, the duty shall be thirty cents per pound.

389. On woolen rags, mungo, and flocks, the duty shall be ten cents per pound.

390. Wools and hair of the camel, goat, alpaca, or other like animals, in the form of roping, roving, or tops, and all wool and hair which have been advanced in any manner or by any process of manufacture beyond the washed or scoured condition, not specially provided for in this act, shall be subject to the same duties as are imposed upon manufactures of wool not specially provided for in this act.

391. On woolen and worsted yarns made wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, valued at not more than thirty cents per pound, the duty per pound shall be two and one-half times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto, thirty-five per centum ad valorem; valued at more than thirty cents and not more than forty cents per pound, the duty per pound shall be three times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto thirty-five per centum ad valorem; valued at more than forty cents per pound, the duty per pound shall be three and one-half times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto forty per centum ad valorem.

392. On woolen or worsted cloths, shawls, knit fabrics, and all fabrics made on knitting machines or frames, and all manufactures of every description made wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, not specially provided for in this act, valued at not more than thirty cents per pound, the duty per pound shall be three times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto forty per centum ad valorem; valued at more than thirty and not more than forty cents per pound, the duty per pound shall be three and one-half times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto forty per centum ad valorem; valued at above forty cents per pound, the duty per pound shall be four times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto fifty per centum ad valorem.

393. On blankets, hats of wool, and flannels for underwear composed wholly or in part of wool, the hair of the camel, goat, alpaca, or other animals, valued at not more than thirty cents per pound, the duty per pound shall be the same as the duty imposed by this act on one pound and one-half of unwashed wool of the first class, and in addition thereto thirty per centum ad valorem; valued at more than thirty and not more



than forty cents per pound, the duty per pound shall be twice the duty imposed by this act on a pound of unwashed wool of the first class; valued at more than forty cents and not more than fifty cents per pound, the duty per pound shall be three times the duty imposed by this act on a pound of unwashed wool of the first class; and in addition thereto upon all the above-named articles thirty-five per centum ad valorem. On blankets and hats of wool composed wholly or in part of wool, the hair of the camel, goat, alpaca, or other animal, valued at more than fifty cents per pound, the duty per pound shall be three and a half times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto forty per centum ad valorem. Flannels composed wholly or in part of wool, the hair of the camel, goat, alpaca, or other animals, valued at above fifty cents per pound shall be classified and pay the same duty as women's and children's dress goods, coat linings, Italian cloths, and goods of similar character and description provided by this act.

394. On women's and children's dress goods, coat linings, Italian cloths, and goods of similar character or description of which the warp consists wholly of cotton or other vegetable material, with the remainder of the fabric composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, valued at not exceeding fifteen cents per square yard, seven cents per square yard, and in addition thereto forty per centum ad valorem; valued at above fifteen cents per square yard, eight cents per square yard, and in addition thereto fifty per centum ad valorem: *Provided*, That on all such goods weighing over four ounces per square yard the duty per pound shall be four times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto fifty per centum ad valorem.

395. On women's and children's dress goods, coat linings, Italian cloth, bunting, and goods of similar description or character composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, and not specially provided for in this act, the duty shall be twelve cents per square yard, and in addition thereto fifty per centum ad valorem: *Provided*, That on all such goods weighing over four ounces per square yard the duty per pound shall be four times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto fifty per centum ad valorem.

396. On clothing, ready made, and articles of wearing apparel of every description, made up or manufactured wholly or in part not specially provided for in this act, felts not woven, and not specially provided for in this act, and plushes and other pile fabrics, all the foregoing, composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals the duty per pound shall be four and one-half times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto sixty per centum ad valorem.

397. On cloaks, dolmans, jackets, talmas, ulsters, or other outside garments for ladies and children's apparel and goods of similar description, or used for like purposes, composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, made up or manufactured wholly or in part, the duty per pound shall be four and one-half times the duty imposed by this act on a pound of unwashed wool of the first class, and in addition thereto sixty per centum ad valorem.

398. On webbings, gorings, suspenders, braces, beltings, bindings, braids, galloons, fringes, gimps, cords, cords and tassels, dress trimmings, laces and embroideries, head nets, buttons, or barrel buttons, or buttons of other forms, for tassels or ornaments, wrought by hand or braided by machinery any of the foregoing which are elastic or non-elastic, made of wool, worsted, the hair of the camel, goat, alpaca, or other animals, or of which wool, worsted, the hair of the camel, goat, alpaca, or other animals is a component material, the duty shall be sixty cents per pound, and in addition thereto sixty per centum ad valorem.

399. Aubusson, Axminster, Moquette, and Chenille carpets, figured or plain, carpets woven whole for rooms, and all carpets or carpeting of like character or description, and oriental, Berlin, and other similar rugs, sixty cents per square yard, and in addition thereto forty per centum ad valorem.

400. Saxony, Wilton, and Tournay velvet carpets, figured or plain, and all carpets or carpeting of like character or description, sixty cents per square yard, and in addition thereto forty per centum ad valorem.

401. Brussels carpets, figured or plain, and all carpets or carpeting of like character or description, forty-four cents per square yard, and in addition thereto forty per centum ad valorem.

402. Velvet and tapestry velvet carpets, figured or plain, printed on the warp or otherwise, and all carpets or carpeting of like character or description, forty cents per square yard, and in addition thereto forty per centum ad valorem.

403. Tapestry Brussels carpets, figured or plain, and all carpets or carpeting of like character or description, printed on the warp or otherwise, twenty-eight cents per square yard, and in addition thereto forty per centum ad valorem.

404. Treble ingrain, three-ply and all chain Venetian carpets, nineteen cents per square yard, and in addition thereto forty per centum ad valorem.



405. Wool Dutch and two-ply ingrain carpets, fourteen cents per square yard, and in addition thereto forty per centum ad valorem.

406. Druggets and bockings, printed, colored, or otherwise, twenty-two cents per square yard, and in addition thereto forty per centum ad valorem. Felt carpeting, figured or plain, eleven cents per square yard, and in addition thereto forty per centum ad valorem.

407. Carpets and carpeting of wool, flax or cotton, or composed in part of either, not specially provided for in this act, fifty per centum ad valorem.

408. Mats, rugs, screens, covers, hassocks, bed sides, art squares, and other portions of carpets or carpeting made wholly or in part of wool, and not specially provided for in this act, shall be subjected to the rate of duty herein imposed on carpets or carpetings of like character or description.

#### THE ACT WHICH TOOK EFFECT AUGUST 27, 1894.

##### SCHEDULE K.—WOOL AND MANUFACTURES OF WOOL.

279. On flocks, mungo, shoddy, garnetted waste, and carded waste, and carbonized noils, or carbonized wool, fifteen per centum ad valorem, and on wool of the sheep, hair of the camel, goat, alpaca, or other like animals, in the form of roving, roping, or tops, twenty per centum ad valorem.

280. On woolen and worsted yarns made wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, valued at not more than forty cents per pound, thirty per centum ad valorem; valued at more than forty cents per pound, forty per centum ad valorem.

281. On knit fabrics, and all fabrics made on knitting machines or frames, not including wearing apparel, and on shawls made wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, valued at not exceeding forty cents per pound, thirty-five per centum ad valorem; valued at more than forty cents per pound, forty per centum ad valorem.

282. On blankets, hats of wool, and flannels for underwear and felts for printing machines, composed wholly or in part of wool, the hair of the camel, goat, alpaca, or other animals, valued at not more than thirty cents per pound, twenty-five per centum ad valorem; valued at more than thirty and not more than forty cents per pound, thirty per centum ad valorem; valued at more than forty cents per pound, thirty-five per centum ad valorem: *Provided*, That on blankets over three yards in length the same duties shall be paid as on woolen and worsted cloths, and on flannels weighing over four ounces per square yard, the same duties as on dress goods.

283. On women's and children's dress goods, coat linings, Italian cloth, bunting, or goods of similar description or character, and on all manufactures, composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, including such as have India rubber as a component material, and not specially provided for in this Act, valued at not over fifty cents per pound, forty per centum ad valorem; valued at more than fifty cents per pound, fifty per centum ad valorem.

284. On clothing, ready made, and articles of wearing apparel of every description, made up or manufactured wholly or in part, not specially provided for in this Act, felts not specially provided for in this Act, all the foregoing composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, including those having India rubber as a component material, valued at above one dollar and fifty cents per pound, fifty per centum ad valorem; valued at less than one dollar and fifty cents per pound, forty-five per centum ad valorem.

285. On cloaks, dolmans, jackets, talmas, ulsters, or other outside garments for ladies' and children's apparel, and goods of similar description or used for like purposes, and on knit wearing apparel, composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, made up or manufactured wholly or in part, fifty per centum ad valorem.

286. On webbings, gorings, suspenders, braces, beltings, bindings, braids, galloons, fringes, gimps, cords, cords and tassels, dress trimmings, laces, embroideries, head nets, nettings and veilings, buttons, or barrel buttons, or buttons of other forms, for tassels or ornaments, any of the foregoing which are elastic or nonelastic, made of wool, worsted, the hair of the camel, goat, alpaca, or other animals, or of which wool, worsted, the hair of the camel, goat, alpaca, or other animals is a component material, fifty per centum ad valorem.

287. Aubusson, Axminster, Moquette, and Chenille carpets, figured or plain, carpets woven whole for rooms, and all carpets or carpeting of like character or description, and oriental, Berlin, and other similar rugs, forty per centum ad valorem.

288. Saxony, Wilton, and Tournay velvet carpets, figured or plain, and all carpets or carpeting of like character or description, forty per centum ad valorem.

289. Brussels carpets, figured or plain, and all carpets or carpeting of like character or description, forty per centum ad valorem.

290. Velvet and tapestry velvet carpets, figured or plain, printed on the warp or otherwise, and all carpets or carpeting of like character or description, forty per centum ad valorem.



291. Tapestry Brussels carpets, figured or plain, and all carpets or carpeting of like character or description, printed on the warp or otherwise, forty-two and one-half per centum ad valorem.

292. Treble ingrain, three-ply, and all chain Venetian carpets, thirty-two and one-half per centum ad valorem.

293. Wool Dutch and two-ply ingrain carpets, thirty per centum ad valorem.

294. Druggets and bockings, printed, colored, or otherwise, felt carpeting, figured or plain, thirty per centum ad valorem.

295. Carpets and carpeting of wool, flax, or cotton, or composed in part of either, not specially provided for in this Act, thirty per centum ad valorem.

296. Mats, rugs for floors, screens, covers, hassocks, bed sides, art squares, and other portions of carpets or carpeting made wholly or in part of wool, and not specially provided for in this Act, shall be subjected to the rate of duty herein imposed on carpets or carpetings of like character or description.

297. The reduction of the rates of duty herein provided for manufactures of wool shall take effect January first, eighteen hundred and ninety-five.

685. All wool of the sheep, hair of the camel, goat, alpaca, and other like animals, and all wool and hair on the skin, noils, yarn waste, card waste, bur waste, slubbing waste, roving waste, ring waste, and all waste, or rags composed wholly or in part of wool, all the foregoing not otherwise herein provided for.

#### THE WOOL-TARIFF BILL AS ASKED FOR BY THE NATIONAL WOOL-GROWERS' ASSOCIATION, JANUARY, 1897.

A BILL to levy and collect duties on wool, hair, sheep, cotton, and other fibers.

*Be it enacted, etc.,* That from and after the passage of this act there shall be levied, collected, and paid upon all wools, cotton, hairs, and other fibers and sheep imported from foreign countries, and mentioned in Schedule K, herein contained, the rates of duties which are, by said schedule and paragraphs, respectively prescribed, namely.

#### SCHEDULE K.—WOOL.

All wools, hair of the camel, goat, alpaca, llama, and other like animals, shall be divided, for the purpose of fixing the duties to be charged thereon, into the following classes:

First. Class one, that is to say, merino, mestiza, metz, or metis wools, and including all other wools having any admixture of Merino blood, immediate or remote, Down clothing wools, and wools of like character, with any of the preceding, including such as have been heretofore usually imported into the United States from Buenos Ayres, New Zealand, Australasia, Cape of Good Hope, Russia, Great Britain, Canada, and elsewhere, and also including all wools not hereinafter described or designated. Also Leicester, Cotswold, Lincolnshire, Down combing wools, Canada long wools, or other like combing wools, having any admixture of English blood, immediate or remote, and usually known by the terms herein used, and also all China wools, and similar wools, and all hair of the camel, goat, alpaca, llama, and other like animals.

Second. Class two, that is to say, Donskoi, native South American, Cordova, Valparaiso, native Smyrna, Russian camel's hair, and including all such wools of like character, from Turkey, Greece, Egypt, Syria, and elsewhere, excepting improved wools hereinafter provided for, and not including any wools hereinbefore mentioned. But no wool shall be deemed of this class because imported from the places named.

Third. From the standard samples of all wools and hair, which are now or may be hereafter deposited in the principal custom-houses of the United States, under the authority of the Secretary of the Treasury, shall be selected under his direction the standards for the classification of wools under this act, and he shall have the authority to renew these standards and to make such additions to them from time to time as may be required, and he shall cause to be deposited like standards in other custom-houses of the United States when they may be needed.

Fourth. Whenever wools of class two shall have been improved by the admixture of Merino, or English, or other blood, or by domestication, or breeding, from their original native character, such improved wools shall be classified for duty as class one, as the case may be.

Fifth. The duty on all wools and hair which shall be imported, washed or otherwise cleansed, shall be twice the amount of the duty to which they would be subjected if imported unwashed; and the duty on all wools and hair which shall be imported scoured shall be three times the duty to which they would be subjected if imported unwashed.

Sixth. Unwashed wools shall be considered such as shall have been shorn from the sheep without any cleansing—that is, in their natural condition. Washed wools shall be considered such as have been washed with cold water on the sheep's back, and Australasian wools, and wools of similar light shrinkage in scouring, having any admixture of merino blood, as shorn from the sheep's back without washing, shall



be deemed washed wool. Wool washed or cleansed in any other manner than on the sheep's back, as aforesaid, shall be considered as scoured wool.

And all wools having less than twelve per centum of grease, yolk, dirt, or other foreign matter, shall be deemed scoured, and wools having any admixture of Merino blood, immediate or remote, and having less than 60 per centum of grease, yolk, dirt, or other foreign matter, shall be deemed washed, and all other wools having less than 25 per centum of grease, yolk, dirt, or other foreign matter, shall be deemed washed.

Seventh. The duty upon wool of the sheep or hair of the camel, goat, llama, alpaca, and other like animals, which shall be imported in any other than ordinary condition, or which shall be changed in its character or condition for the purpose of evading the duty, or which has been skirted, sorted, or otherwise increased in value by the rejection of any part of the original fleece or otherwise, shall be twice the duty to which it would be otherwise subject.

If any bale or package of wool or hair specified in this act imported as of any specified class, or claimed by the importer to be dutiable as of any specified class, shall contain any wool or hair subject to a higher rate of duty than the class so specified, the whole bale or package shall be subject to the highest rate of duty chargeable on wool or hair of the class subject to such higher rate of duty, and if any bale or package be claimed by the importer to be shoddy, mungo, flecks, wool, hair, or other material of any class specified in this act, and such bale contain any admixture of any one or more of said materials, or of any other material, the whole bale or package shall be subject to duty at the highest rate imposed upon any article in said bale or package.

Eighth. The duty upon all wools and hair of the first class shall be twelve cents per pound, and upon all wools or hair of the second class, eight cents per pound.

Ninth. Wools and hair on the skin shall pay the same rate as other wools and hair, the quantity and value to be ascertained under such rules as the Secretary of the Treasury may prescribe, but the quantity shall include all, without reference to the length of the staple.

Tenth. Wools and hair of the camel, goat, llama, alpaca, or other like animals, in the form of roping, roving, or tops, and all wool and hair, which have been advanced in any manner or by any process of manufacture beyond the washed or scoured condition, not specially provided for in this act, shall be subject to the same duties as are imposed upon manufactures of wool not specially provided for in this act.

Eleventh. On noils, shoddy, mungo, flecks, and rags composed wholly or in part of wool, on top waste, burr waste, slubbing waste, carded waste, roving waste, ring waste, yarn waste, garnetted waste, and all other wastes composed wholly or in part of wool, and on carbonized wools, and on clippings and other pieces of textile fabrics composed wholly or in part of wool the duty shall be 30 cents per pound.

Twelfth. On cattle and calf hair and other animal fibers not herein nor elsewhere specified the duty shall be 15 cents per pound.

Thirteenth. On the wool and hair of the Angora goat and other like animal fibers the duty shall be 50 cents per pound.

Fourteenth. There shall be levied, collected, and paid upon sheep and lambs imported from foreign countries, except as hereinafter provided, the rates of duty following: On mutton sheep, two dollars per head; on stock sheep other than bucks and on lambs, one dollar and fifty cents per head; on bucks, including lambs for stock sheep, three dollars per head.

Fifteenth. Any animal imported specially for breeding purposes shall be admitted free: Provided, that no such animal shall be admitted free unless pure bred of a recognized breed, and duly registered in the book of record, established for that breed: And provided further, that certificate of such record and of the pedigree of such animal shall be produced and submitted to the customs officer, duly authenticated by the proper custodian of such book of record, together with the affidavit of the owner, agent, or importer that such animal is the identical animal described in said certificate of record and pedigree. The Secretary of the Treasury may prescribe such regulations as may be required for the strict enforcement of the provisions of this act, provided, also, that for the period of two years from and after the passage of this act native Mexican ewes shall be admitted free of duty.

Sixteenth. On and after the thirtieth day of June, commencing one year after the thirtieth day of June following the passage of this act, the duty prescribed in this act shall be annually increased one-half cent per pound for four years on unwashed wools and hair, and 1 cent on washed, and  $1\frac{1}{2}$  cents on scoured wools and hair.

Seventeenth. There shall be levied and collected duties on Peruvian cotton, otherwise called vegetable wool, 15 cents per pound, and on other raw cottons 2 cents per pound.

*PRICES OF WOOLS IN THE UNITED STATES, 1824 TO 1896, INCLUSIVE.*

The following prices of wool in the United States from 1824 to 1896, inclusive, are taken from Wool, and Manufactures of Wool, by Worthington C. Ford, Chief of the Bureau of Statistics, Treasury Department.



PRICE PER POUND OF FINE, MEDIUM, AND COARSE WASHED CLOTHING FLEECE WOOL, ETC., IN THE NEW YORK MARKET FOR THE MONTHS OF JANUARY, APRIL, JULY, AND OCTOBER, IN THE GIVEN YEARS. (CURRENCY PRICES FROM 1862 TO 1878.)

[From Mauger & Avery's Annual Wool Circular.]

| Year.     | January. |              |         | April. |              |         | July. |              |         | October. |              |         |
|-----------|----------|--------------|---------|--------|--------------|---------|-------|--------------|---------|----------|--------------|---------|
|           | Fine.    | Medi-<br>um. | Coarse. | Fine.  | Medi-<br>um. | Coarse. | Fine. | Medi-<br>um. | Coarse. | Fine.    | Medi-<br>um. | Coarse. |
|           | Ots.     | Ots.         | Ots.    | Ots.   | Ots.         | Ots.    | Ots.  | Ots.         | Ots.    | Ots.     | Ots.         | Ots.    |
| 1824..... | 68       | 53           | 40      | 70     | 46           | 31      | 55    | 40           | 30      | 60       | 40           | 30      |
| 1825..... | 60       | 43           | 32      | 60     | 42           | 33      | 50    | 41           | 32      | 50       | 42           | 36      |
| 1826..... | 55       | 43           | 38      | 52     | 46           | 41      | 37    | 30           | 26      | 43       | 37           | 31      |
| 1827..... | 36       | 32           | 28      | 45     | 34           | 30      | 37    | 31           | 25      | 43       | 32           | 25      |
| 1828..... | 42       | 30           | 25      | 44     | 36           | 28      | 48    | 38           | 33      | 48       | 40           | 32      |
| 1829..... | 54       | 45           | 35      | 45     | 35           | 32      | 46    | 36           | 32      | 37       | 30           | 27      |
| 1830..... | 40       | 35           | 30      | 50     | 38           | 32      | 60    | 50           | 40      | 70       | 60           | 48      |
| 1831..... | 70       | 60           | 48      | 70     | 60           | 50      | 75    | 65           | 50      | 70       | 60           | 30      |
| 1832..... | 65       | 55           | 44      | 60     | 52           | 42      | 50    | 42           | 30      | 50       | 40           | 31      |
| 1833..... | 55       | 41           | 33      | 63     | 53           | 38      | 61    | 54           | 40      | 65       | 55           | 37      |
| 1834..... | 70       | 60           | 48      | 67     | 56           | 44      | 60    | 50           | 40      | 62       | 50           | 44      |
| 1835..... | 63       | 50           | 40      | 65     | 60           | 45      | 63    | 56           | 42      | 65       | 60           | 33      |
| 1836..... | 65       | 60           | 45      | 68     | 62           | 47      | 70    | 60           | 50      | 70       | 60           | 33      |
| 1837..... | 72       | 63           | 48      | 68     | 56           | 46      | 52    | 52           | 36      | 49       | 40           | 25      |
| 1838..... | 50       | 42           | 35      | 50     | 42           | 35      | 46    | 36           | 30      | 56       | 48           | 26      |
| 1839..... | 56       | 48           | 38      | 56     | 48           | 38      | 57    | 48           | 40      | 60       | 55           | 33      |
| 1840..... | 50       | 45           | 38      | 49     | 43           | 36      | 45    | 39           | 33      | 46       | 38           | 33      |
| 1841..... | 52       | 45           | 35      | 53     | 46           | 37      | 50    | 44           | 34      | 48       | 42           | 33      |
| 1842..... | 48       | 42           | 35      | 46     | 40           | 32      | 43    | 37           | 30      | 38       | 31           | 25      |
| 1843..... | 35       | 30           | 25      | 33     | 28           | 25      | 35    | 30           | 26      | 36       | 32           | 26      |
| 1844..... | 37       | 30           | 26      | 43     | 36           | 30      | 45    | 37           | 32      | 50       | 40           | 33      |
| 1845..... | 47       | 40           | 31      | 45     | 38           | 32      | 40    | 36           | 30      | 38       | 35           | 28      |
| 1846..... | 40       | 35           | 30      | 38     | 33           | 28      | 38    | 32           | 27      | 36       | 30           | 22      |
| 1847..... | 45       | 40           | 30      | 47     | 40           | 31      | 46    | 40           | 31      | 47       | 40           | 30      |
| 1848..... | 45       | 38           | 30      | 43     | 37           | 30      | 38    | 32           | 28      | 33       | 30           | 24      |
| 1849..... | 33       | 30           | 23      | 40     | 36           | 30      | 40    | 35           | 28      | 42       | 36           | 30      |
| 1850..... | 47       | 40           | 33      | 45     | 37           | 30      | 45    | 37           | 30      | 46       | 40           | 35      |
| 1851..... | 46       | 40           | 33      | 50     | 44           | 36      | 47    | 42           | 37      | 45       | 40           | 35      |
| 1852..... | 43       | 38           | 34      | 42     | 36           | 33      | 45    | 38           | 33      | 50       | 42           | 37      |
| 1853..... | 58       | 56           | 50      | 62     | 56           | 50      | 60    | 53           | 48      | 55       | 50           | 48      |
| 1854..... | 53       | 47           | 42      | 57     | 52           | 46      | 45    | 37           | 30      | 42       | 36           | 30      |
| 1855..... | 40       | 35           | 32      | 43     | 35           | 32      | 50    | 40           | 33      | 52       | 41           | 36      |
| 1856..... | 50       | 38           | 35      | 57     | 45           | 38      | 55    | 42           | 36      | 60       | 55           | 45      |
| 1857..... | 58       | 50           | 42      | 60     | 56           | 45      | 56    | 50           | 40      | 38       | 30           | 25      |
| 1858..... | 40       | 33           | 27      | 42     | 35           | 30      | 43    | 37           | 30      | 56       | 41           | 36      |
| 1859..... | 60       | 52           | 45      | 60     | 46           | 37      | 56    | 40           | 35      | 60       | 50           | 42      |
| 1860..... | 60       | 50           | 42      | 52     | 45           | 40      | 55    | 50           | 40      | 50       | 45           | 40      |
| 1861..... | 45       | 40           | 37      | 45     | 37           | 32      | 38    | 30           | 22      | 47       | 48           | 50      |
| 1862..... | 48       | 50           | 50      | 46     | 45           | 43      | 48    | 47           | 45      | 60       | 60           | 63      |
| 1863..... | 75       | 68           | 70      | 80     | 85           | 80      | 75    | 70           | 65      | 85       | 80           | 76      |
| 1864..... | 80       | 78           | 76      | 78     | 77           | 72      | 100   | 100          | 90      | 103      | 95           | 100     |
| 1865..... | 102      | 100          | 96      | 80     | 80           | 75      | 75    | 73           | 65      | 75       | 75           | 65      |
| 1866..... | 70       | 65           | 50      | 65     | 60           | 48      | 70    | 67           | 60      | 63       | 60           | 56      |
| 1867..... | 68       | 53           | 50      | 60     | 55           | 50      | 55    | 49           | 45      | 48       | 46           | 40      |
| 1868..... | 48       | 43           | 38      | 50     | 48           | 45      | 46    | 45           | 43      | 48       | 48           | 45      |
| 1869..... | 50       | 50           | 48      | 50     | 50           | 48      | 48    | 48           | 47      | 48       | 48           | 46      |
| 1870..... | 48       | 46           | 44      | 48     | 47           | 46      | 46    | 45           | 43      | 48       | 48           | 44      |
| 1871..... | 47       | 46           | 43      | 50     | 52           | 47      | 62    | 60           | 55      | 63       | 62           | 58      |



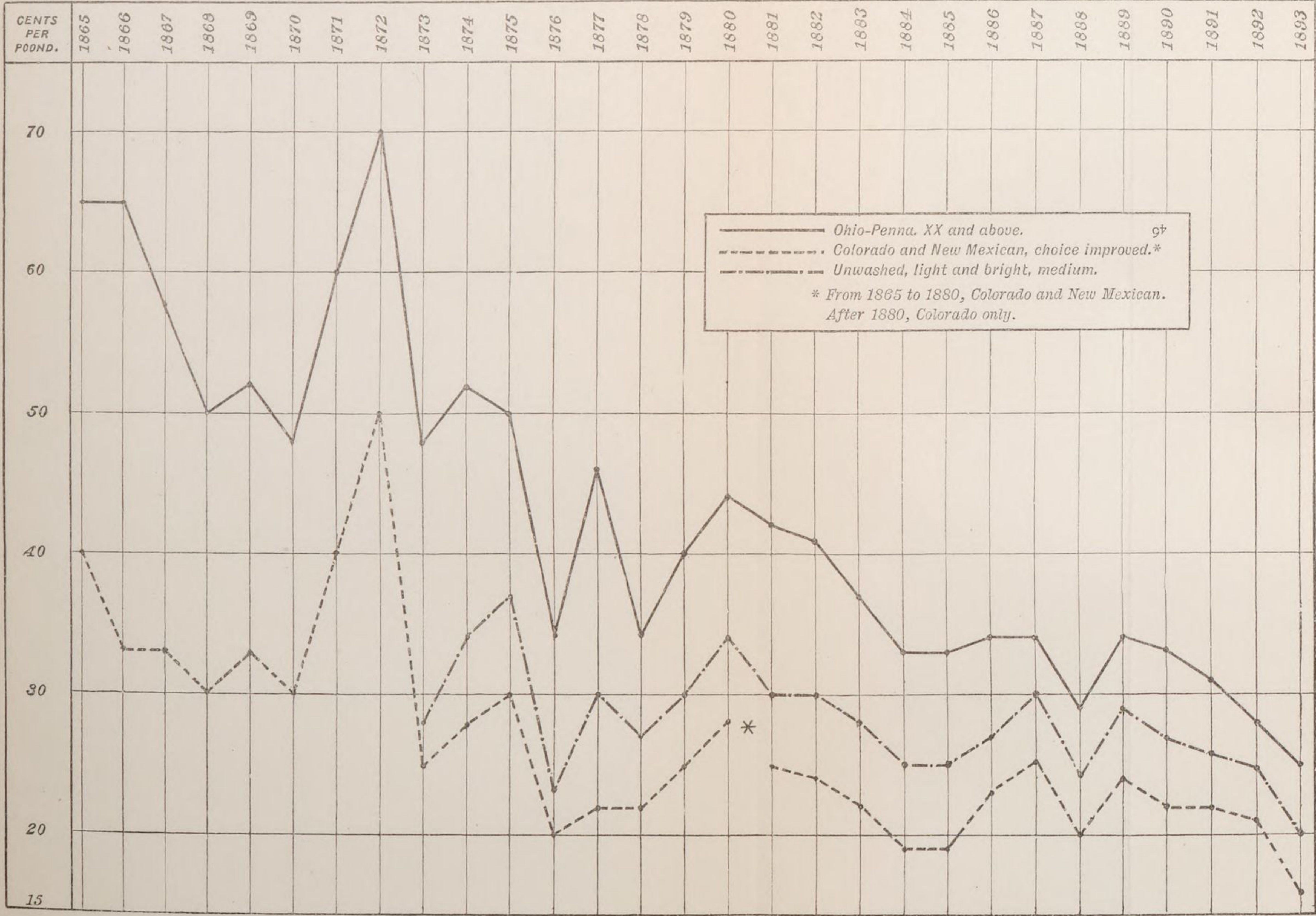
## 1448 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

PRICE PER POUND OF FINE, MEDIUM, AND COARSE WASHED CLOTHING FLEECE  
WOOL, ETC.—Continued.

| Year.     | January.    |              |             | April.      |              |             | July.       |              |             | October.    |              |             |
|-----------|-------------|--------------|-------------|-------------|--------------|-------------|-------------|--------------|-------------|-------------|--------------|-------------|
|           | Fine.       | Medi-<br>um. | Coarse.     | Fine.       | Medi-<br>um. | Coarse.     | Fine.       | Medi-<br>um. | Coarse.     | Fine.       | Medi-<br>um. | Coarse.     |
|           | <i>Cts.</i> | <i>Cts.</i>  | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i>  | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i>  | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i>  | <i>Cts.</i> |
| 1872..... | 70          | 72           | 66          | 80          | 80           | 76          | 72          | 70           | 65          | 66          | 60           | 57          |
| 1873..... | 70          | 68           | 65          | 56          | 53           | 48          | 50          | 48           | 44          | 54          | 53           | 47          |
| 1874..... | 58          | 54           | 47          | 56          | 56           | 47          | 53          | 53           | 46          | 54          | 54           | 47          |
| 1875..... | 55          | 56           | 47          | 54          | 52           | 46          | 52          | 49           | 46          | 48          | 50           | 42          |
| 1876..... | 48          | 52           | 42          | 46          | 49           | 40          | 38          | 35           | 31          | 45          | 40           | 33          |
| 1877..... | 46          | 43           | 36          | 45          | 40           | 33          | 50          | 44           | 37          | 48          | 44           | 36          |
| 1878..... | 44          | 45           | 38          | 40          | 43           | 35          | 36          | 36           | 32          | 35          | 37           | 32          |
| 1879..... | 34          | 35           | 32          | 34          | 34           | 31          | 37          | 38           | 34          | 41          | 43           | 38          |
| 1880..... | 50          | 55           | 48          | 55          | 60           | 52          | 46          | 48           | 42          | 46          | 48           | 42          |
| 1881..... | 47          | 49           | 43          | 40          | 44           | 37          | 42          | 44           | 36          | 43          | 46           | 36          |
| 1882..... | 44          | 46           | 47          | 42          | 45           | 34          | 42          | 45           | 34          | 42          | 45           | 34          |
| 1883..... | 40          | 43           | 33          | 44          | 44           | 37          | 39          | 41           | 33          | 39          | 40           | 34          |
| 1884..... | 40          | 40           | 34          | 38          | 38           | 34          | 35          | 34           | 30          | 35          | 34           | 30          |
| 1885..... | 34          | 33           | 29          | 32          | 32           | 28          | 32          | 31           | 28          | 33          | 35           | 32          |
| 1886..... | 35          | 36           | 32          | 33          | 34           | 30          | 33          | 33           | 29          | 35          | 38           | 34          |
| 1887..... | 33          | 38           | 34          | 33          | 37           | 33          | 34          | 37           | 34          | 32          | 36           | 34          |
| 1888..... | 31          | 35           | 33          | 31          | 34           | 33          | 29          | 33           | 31          | 31          | 34           | 31          |
| 1889..... | 34          | 38           | 33          | 33          | 37           | 31          | 35          | 39           | 32          | 33          | 37           | 31          |
| 1890..... | 33          | 37           | 29          | 33          | 36           | 29          | 33          | 37           | 29          | 33          | 37           | 31          |
| 1891..... | 33          | 37           | 31          | 32          | 37           | 31          | 31          | 35           | 29          | 31          | 35           | 30          |
| 1892..... | 30          | 35           | 31          | 29          | 34           | 31          | 28          | 34           | 30          | 29          | 33           | 29          |
| 1893..... | 29          | 33           | 29          | 30          | 32           | 31          | 24          | 26           | 25          | 23          | 24           | 21          |

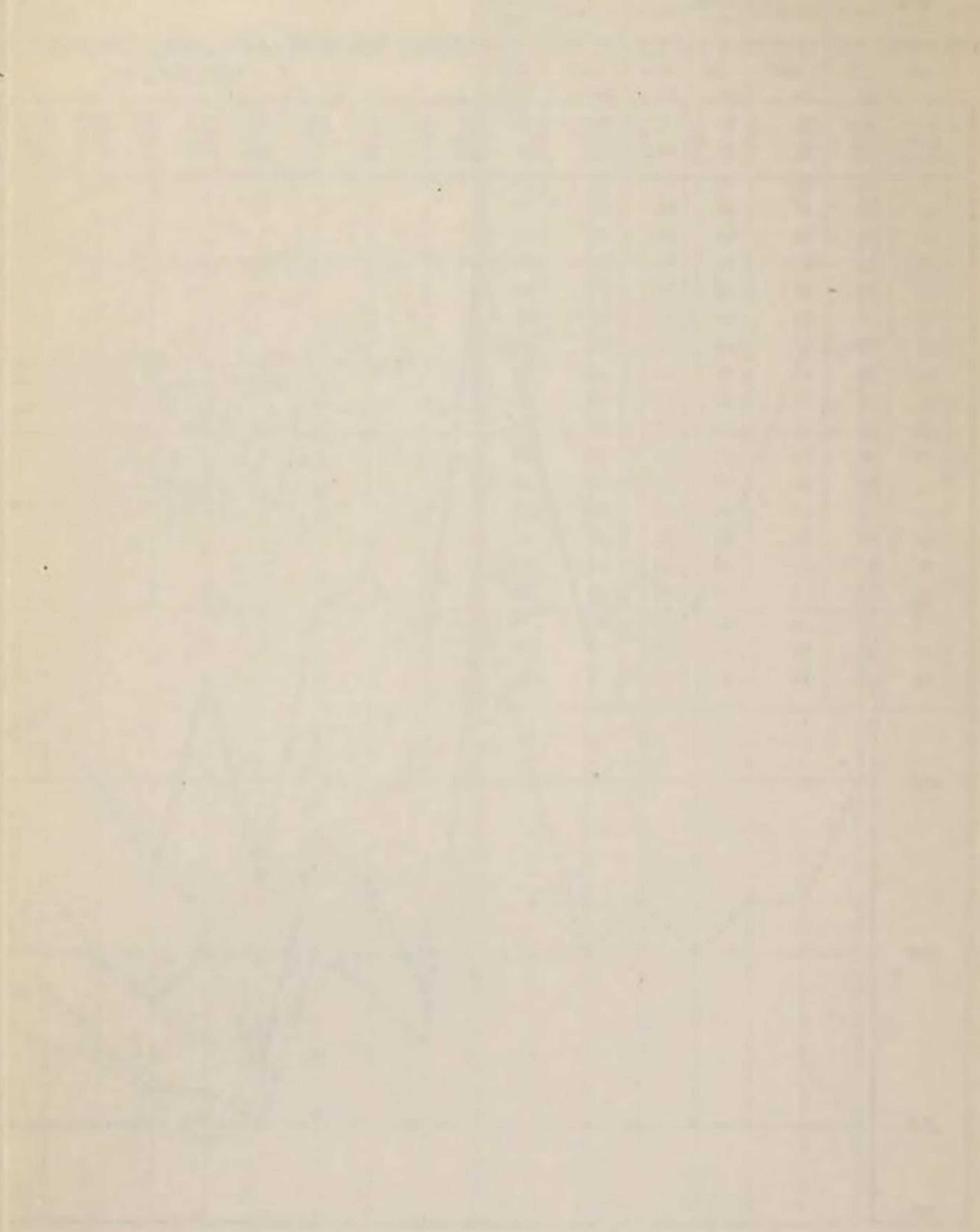


COURSE OF WOOL PRICES IN PHILADELPHIA MARKET, 1865-1893, ON JULY 1 OF EACH YEAR. BASED ON CIRCULARS OF COATES BROTHERS.





THE UNIVERSITY OF CHICAGO  
LIBRARY



CHICAGO, ILL., U.S.A.



PHILADELPHIA WOOL QUOTATIONS ON JULY 1, IN THE GIVEN YEARS.

[From circulars issued by Coates Bros.]

[illegible]



## PHILADELPHIA WOOL QUOTATIONS—Continued.

| Kinds of wool.                                   |  | 1865          | 1866          | 1867          | 1868          | 1869          | 1870          | 1871          | 1872          | 1873          | 1874          |
|--------------------------------------------------|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| COLORADO AND NEW MEXICAN.                        |  | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> |
| Choice, improved .....                           |  | 40-50         | 33-38         | 33-40         | 30-32         | 33-35         | 30-31         | 40-48         | 50-55         | 25-28         | 28-30         |
| Average, improved .....                          |  | 35-40         | 28-35         | 30-33         | 28-30         | 33-34         | 28-30         | 38-46         | 45-50         | 21-24         | 25-27         |
| Coarse, carpet, light, long staple .....         |  | 28-35         | 22-30         | 25-30         | 21-26         | 30-32         | 26-28         | 36-40         | 40-45         | 18-22         | 22-25         |
| Coarse, carpet, heavy, sandy or very short ..... |  | 22-28         | 16-20         | 20-25         | 20-23         | 25-28         | 21-23         | 30-40         | 30-40         | 18-20         | 22-23         |
| Black .....                                      |  |               |               |               | 21-23         | 23-25         | 18-20         | 30-35         | 30-35         | 16-19         | 17-20         |
| TEXAS.                                           |  |               |               |               |               |               |               |               |               |               |               |
| Fine, northern and eastern .....                 |  |               |               |               | 28-32         | 30-36         | 27-31         | 35-40         | 43-48         |               |               |
| Medium, northern and eastern .....               |  |               |               |               | 27-30         | 30-34         | 27-30         | 35-40         | 45-50         |               |               |
| Coarse, northern and eastern .....               |  |               |               |               | 20-25         | 25-28         | 20-22         | 20-35         | 30-40         |               |               |
| Improved, western and southern .....             |  |               |               |               |               |               |               |               |               |               |               |
| Coarse, western and southern .....               |  |               |               |               |               |               |               |               |               |               |               |
| IOWA, NEBRASKA, AND MONTANA.                     |  |               |               |               |               |               |               |               |               |               |               |
| Unwashed, fine, bright .....                     |  |               |               |               |               |               |               |               |               |               |               |
| Unwashed, medium, bright .....                   |  |               |               |               |               |               |               |               |               |               |               |
| Unwashed, coarse, bright .....                   |  |               |               |               |               |               |               |               |               |               |               |
| UTAH AND WYOMING.                                |  |               |               |               |               |               |               |               |               |               |               |
| Unwashed, choice, fine, light .....              |  |               |               |               |               |               |               |               |               |               |               |
| Unwashed, fine, heavy .....                      |  |               |               |               |               |               |               |               |               |               |               |
| Unwashed, choice, selected, medium .....         |  |               |               |               |               |               |               |               |               |               |               |
| Unwashed, low, medium .....                      |  |               |               |               |               |               |               |               |               |               |               |
| Unwashed, coarse, carpet .....                   |  |               |               |               |               |               |               |               |               |               |               |
| TUB-WASHED.                                      |  |               |               |               |               |               |               |               |               |               |               |
| Choice, selected .....                           |  | 68-70         | 63-66         | 55-58         | 48-50         | 55-58         | 50-52         | 66-69         | 78-80         | 52-52         | 55-58         |
| Good .....                                       |  | 65-70         | 60-62         | 50-55         | 46-48         | 52-55         | 48-50         | 65-66         | 76-78         | 50-52         | 52-55         |
| Fair, ordinary .....                             |  |               | 45-55         | 45-48         | 45-46         | 45-48         | 45-48         | 62-65         | 65-75         | 47-50         | 45-52         |
| PULLED.                                          |  |               |               |               |               |               |               |               |               |               |               |
| City Merino .....                                |  | 58-60         | 55-60         | 49-52         | 42-44         | 42-45         | 37-38         | 50-53         | 63-66         | 42-46         | 45-48         |
| City super and lambs .....                       |  | 55-58         | 50-55         | 40-44         | 40-44         | 42-44         | 37-39         | 50-54         | 60-68         | 40-44         | 43-46         |
| Western super and lambs .....                    |  | 50-55         | 45-50         | 35-40         | 38-40         | 38-40         | 35-37         | 50-52         | 60-65         | 37-43         | 35-42         |



| Kinds of wool.                                             | 1875            | 1876            | 1877            | 1878            | 1879            | 1880            | 1881            | 1882            | 1883            | 1884            |
|------------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| XX and above.....                                          | Cents.<br>50-55 | Cents.<br>34-40 | Cents.<br>46-50 | Cents.<br>34-37 | Cents.<br>40-42 | Cents.<br>44-46 | Cents.<br>42-45 | Cents.<br>41-43 | Cents.<br>37-40 | Cents.<br>33-35 |
| X.....                                                     | 50-52           | 33-35           | 43-46           | 34-36           | 38-40           | 44-46           | 41-42           | 40-42           | 36-37           | 32-33           |
| Half blood.....                                            | 52-53           | 35-37           | 44-46           | 35-37           | 40-42           | 48-50           | 45-46           | 44-45           | 40-42           | 34-35           |
| Quarter blood.....                                         | 48-50           | 33-35           | 37-40           | 32-34           | 36-38           | 43-45           | 37-39           | 35-38           | 35-36           | 30-32           |
| Common and cotted.....                                     | 45-48           | 25-30           | 33-36           | 30-32           | 33-35           | 40-42           | 30-32           | 28-32           | 26-29           | 22-25           |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED. |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| XX.....                                                    | 46-48           | 30-33           | 42-45           | 32-34           | 35-38           | 42-44           | 38-41           | 38-40           | 35-37           | 30-32           |
| X.....                                                     | 46-48           | 30-33           | 40-43           | 32-34           | 35-38           | 42-44           | 38-40           | 38-40           | 35-36           | 30-31           |
| Half blood.....                                            | 48-50           | 33-35           | 42-45           | 34-36           | 37-40           | 47-49           | 43-45           | 43-44           | 40-40           | 33-34           |
| Quarter blood.....                                         | 46-48           | 30-33           | 35-38           | 32-33           | 34-36           | 42-44           | 36-38           | 35-37           | 34-35           | 30-31           |
| Common and cotted.....                                     | 44-46           | 25-28           | 32-35           | 28-32           | 32-34           | 38-40           | 28-30           | 28-30           | 26-28           | 22-25           |
| COMBING AND DELAINE FLEECE.                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Washed, fine delaine.....                                  | .....           | .....           | .....           | .....           | .....           | .....           | 44-45           | 45-47           | 40-42           | 35-36           |
| Washed, medium.....                                        | .....           | .....           | .....           | .....           | .....           | 48-50           | 44-47           | 45-48           | 42-43           | 35-37           |
| Washed, low.....                                           | 60-65           | 40-45           | 50-58           | 38-42           | 42-45           | 44-46           | 38-42           | 35-38           | 35-37           | 32-33           |
| Unwashed, medium.....                                      | .....           | .....           | .....           | 28-31           | 32-34           | 34-37           | 30-35           | 30-33           | 30-34           | 26-28           |
| Unwashed, low and coarse.....                              | 40-44           | 31-35           | 37-40           | 26-28           | 29-30           | 30-33           | 25-28           | 25-27           | 22-27           | 22-25           |
| Canada.....                                                | 62-65           | 40-45           | 52-55           | 37-40           | 40-42           | 44-46           | 40-43           | 35-38           | 32-33           | 28-30           |
| UNWASHED.                                                  |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| <i>Light and bright.</i>                                   |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Fine.....                                                  | 32-35           | 20-22           | 28-32           | 22-25           | 24-27           | 25-28           | 26-30           | 24-27           | 22-25           | 20-22           |
| Medium.....                                                | 37-39           | 23-28           | 30-33           | 27-30           | 30-33           | 34-36           | 30-35           | 30-33           | 28-33           | 25-27           |
| Low, medium.....                                           | 34-37           | 21-23           | 26-28           | 24-26           | 28-30           | 30-32           | 25-28           | 25-27           | 23-25           | 21-23           |
| Coarse or burry.....                                       | .....           | .....           | .....           | .....           | .....           | 18-23           | 18-22           | 18-20           | 18-20           | 16-18           |
| <i>Heavy or dark colored.</i>                              |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Fine.....                                                  | .....           | .....           | .....           | .....           | .....           | 20-23           | 18-25           | 18-25           | 16-18           | 15-17           |
| Medium.....                                                | .....           | .....           | .....           | .....           | .....           | 25-26           | 25-30           | 25-50           | 22-23           | 19-21           |
| Low.....                                                   | .....           | .....           | 24-27           | 20-24           | 20-24           | 22-26           | 20-25           | 18-25           | 18-20           | 17-18           |
| Coarse, carpet.....                                        | .....           | .....           | .....           | .....           | .....           | .....           | .....           | .....           | .....           | 15-15           |
| COLORADO.                                                  |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Medium and fine, choice.....                               | .....           | .....           | .....           | .....           | .....           | .....           | 25-28           | 24-26           | 22-25           | 19-20           |
| Medium and fine, average.....                              | .....           | .....           | .....           | .....           | .....           | .....           | 20-23           | 21-24           | 20-21           | 17-19           |
| Common and quarter blood.....                              | .....           | .....           | .....           | .....           | .....           | .....           | 19-20           | 21-22           | 18-20           | 17-18           |
| Coarse, carpet.....                                        | .....           | .....           | .....           | .....           | .....           | .....           | 18-19           | 19-20           | 17-17           | 15-16           |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

| Kinds of wool.                                   | 1875            | 1876            | 1877            | 1878            | 1879            | 1880            | 1881            | 1882            | 1883            | 1884            |
|--------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| COLORADO AND NEW MEXICAN.                        |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Choice, improved .....                           | Cents.<br>30-35 | Cents.<br>20-25 | Cents.<br>22-27 | Cents.<br>22-25 | Cents.<br>25-30 | Cents.<br>28-32 | Cents.<br>23-25 | Cents.<br>23-25 | Cents.<br>22-24 | Cents.<br>21-20 |
| Average, improved .....                          | 26-28           | 18-20           | 20-21           | 17-22           | 20-25           | 23-27           | 19-20           | 20-22           | 18-20           | 16-17           |
| Coarse, carpet, light, long staple .....         | 24-26           | 17-18           | 19-20           | 17-18           | 18-19           | 21-23           | 18-19           | 19-20           | 17-17           | 15-15           |
| Coarse, carpet, heavy, sandy or very short ..... | 23-25           | 17-18           | 18-20           | 15-17           | 16-17           | 20-21           | 17-18           | 17-18           | 16-16           | 14-14           |
| Black .....                                      | 19-21           | 14-16           | 15-17           | 13-15           | 15-16           | 17-20           | 16-17           | 15-16           | 15-16           | 14-14           |
| TEXAS.                                           |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Fine, northern and eastern .....                 | .....           | .....           | .....           | .....           | .....           | 25-27           | 26-30           | 25-33           | 22-25           | 20-23           |
| Medium, northern and eastern .....               | .....           | .....           | .....           | .....           | .....           | 32-35           | 27-32           | 26-32           | 27-30           | 20-25           |
| Coarse, northern and eastern .....               | .....           | .....           | .....           | .....           | .....           | 22-25           | 18-22           | 18-22           | 17-17           | 15-15           |
| Improved, western and southern .....             | .....           | .....           | .....           | .....           | .....           | 23-27           | 23-28           | 20-25           | 20-25           | 15-20           |
| Coarse, western and southern .....               | .....           | .....           | .....           | .....           | .....           | 18-20           | 16-18           | 17-18           | 16-17           | 14-15           |
| IOWA, NEBRASKA, AND MONTANA.                     |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, fine, bright .....                     | .....           | .....           | 28-32           | 24-27           | 26-30           | 23-26           | 22-25           | 18-25           | 20-23           | 17-20           |
| Unwashed, medium, bright .....                   | .....           | .....           | 28-32           | 24-27           | 26-30           | 33-35           | 25-30           | 25-30           | 25-28           | 20-23           |
| Unwashed, coarse, bright .....                   | .....           | .....           | 25-28           | 17-23           | 18-25           | 27-30           | 20-25           | 18-25           | 18-20           | 15-17           |
| UTAH AND WYOMING.                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, choice, fine, light .....              | .....           | .....           | .....           | .....           | .....           | .....           | .....           | 25-28           | 20-23           | 18-20           |
| Unwashed, fine, heavy .....                      | .....           | .....           | .....           | .....           | .....           | 22-24           | 20-23           | 20-25           | 15-17           | 15-16           |
| Unwashed, choice, selected, medium .....         | .....           | .....           | .....           | .....           | .....           | .....           | .....           | 27-30           | 23-25           | 20-22           |
| Unwashed, low, medium .....                      | .....           | .....           | .....           | .....           | .....           | 25-28           | 26-28           | 24-25           | 20-21           | 16-18           |
| Unwashed, coarse, carpet .....                   | .....           | .....           | .....           | .....           | .....           | .....           | .....           | 18-22           | 17-17           | 15-15           |
| TUB-WASHED.                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Choice, selected .....                           | 55-58           | 38-42           | 42-45           | 38-42           | 42-44           | 48-50           | 45-47           | 41-43           | 40-42           | 34-36           |
| Good .....                                       | 52-55           | 35-37           | 40-42           | 35-37           | 40-42           | 45-48           | 41-43           | 40-40           | 36-38           | 32-33           |
| Fair, ordinary .....                             | 50-53           | 32-35           | 36-38           | 33-35           | 35-40           | 43-45           | 38-40           | 35-38           | 35-37           | 30-31           |
| PULLED.                                          |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| City Merino .....                                | 38-44           | 28-30           | 35-38           | 32-35           | 35-38           | 35-38           | 34-36           | 33-37           | 30-33           | 26-30           |
| City super and lambs .....                       | 38-44           | 28-32           | 33-35           | 30-34           | 34-37           | 40-42           | 35-37           | 33-35           | 30-35           | 26-28           |
| Western super and lambs .....                    | 38-42           | 25-30           | 30-34           | 28-32           | 33-36           | 35-38           | 30-34           | 28-33           | 28-32           | 23-26           |

c New Mexican.



# PHILADELPHIA WOOL QUOTATIONS, BY MONTHS, IN THE GIVEN YEARS.

[From circulars issued by Coates Brothers.]

1884

## Kinds of wool.

OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE,  
WASHED.  
XX and above.....  
X.....  
Half blood.....  
Quarter blood.....  
Common and cotted.....

NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN  
FLEECE, WASHED.  
XX.....  
X.....  
Half blood.....  
Quarter blood.....  
Common and cotted.....

## COMBING AND DELAINE FLEECE.

Washed, fine delaine.....  
Washed, medium.....  
Washed, low.....  
Washed, coarse.....  
Unwashed, medium.....  
Unwashed, low and coarse.....  
Canada.....

## UNWASHED.

### Light and bright.

Fine.....  
Medium.....  
Low medium.....  
Coarse or burry.....

### Heavy or dark colored.

Fine.....  
Medium.....  
Low.....  
Coarse, carpet.....

WOOL.

1453

|                                                               | January.      | Feb-<br>ruary. | March.        | April.        | May.          | June.         | July.         | August.       | Septem-<br>ber. | October.      | Novem-<br>ber. | Decem-<br>ber. |
|---------------------------------------------------------------|---------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|----------------|----------------|
|                                                               | <i>Cents.</i> | <i>Cents.</i>  | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i>   | <i>Cents.</i> | <i>Cents.</i>  | <i>Cents.</i>  |
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE,<br>WASHED.      | 39-42         | 39-41          | 38-40         | 37-40         | 37-40         | 36-38         | 33-35         | 32-35         | 34-36           | 34-36         | 34-35          | 34-35          |
| XX and above.....                                             | 36-38         | 35-37          | 35-36         | 35-36         | 35-36         | 34-35         | 32-33         | 31-33         | 33-34           | 33-34         | 32-33          | 31-33          |
| X.....                                                        | 39-40         | 39-40          | 38-39         | 37-38         | 36-37         | 36-36         | 34-35         | 33-34         | 34-35           | 34-35         | 33-34          | 32-34          |
| Half blood.....                                               | 32-34         | 32-34          | 34-36         | 34-36         | 33-35         | 32-34         | 30-32         | 28-30         | 30-31           | 30-31         | 28-30          | 28-30          |
| Quarter blood.....                                            | 25-27         | 25-27          | 25-27         | 27-28         | 27-28         | 25-27         | 22-25         | 22-25         | 24-26           | 24-26         | 23-25          | 23-25          |
| Common and cotted.....                                        |               |                |               |               |               |               |               |               |                 |               |                |                |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN<br>FLEECE, WASHED. | 35-37         | 35-36          | 34-36         | 33-35         | 33-35         | 32-34         | 30-32         | 30-31         | 30-31           | 30-31         | 30-31          | 29-30          |
| XX.....                                                       | 33-35         | 33-35          | 32-34         | 32-33         | 32-33         | 30-33         | 30-31         | 29-30         | 30-30           | 30-30         | 28-30          | 28-30          |
| X.....                                                        | 38-39         | 38-39          | 37-38         | 36-37         | 35-36         | 35-36         | 33-34         | 33-33         | 33-34           | 33-34         | 32-33          | 31-32          |
| Half blood.....                                               | 32-33         | 32-33          | 33-35         | 33-35         | 32-34         | 31-33         | 30-31         | 27-30         | 29-30           | 29-30         | 28-29          | 28-29          |
| Quarter blood.....                                            | 25-26         | 25-26          | 25-26         | 26-27         | 26-27         | 25-27         | 22-25         | 22-25         | 23-25           | 23-25         | 23-24          | 23-24          |
| Common and cotted.....                                        |               |                |               |               |               |               |               |               |                 |               |                |                |
| COMBING AND DELAINE FLEECE.                                   |               |                |               |               |               |               |               |               |                 |               |                |                |
| Washed, fine delaine.....                                     | 40-41         | 39-41          | 39-41         | 38-40         | 37-39         | 36-38         | 35-36         | 33-36         | 35-37           | 36-38         | 35-37          | 35-37          |
| Washed, medium.....                                           | 42-45         | 42-45          | 42-43         | 42-43         | 40-42         | 38-40         | 35-37         | 35-37         | 35-37           | 36-38         | 36-38          | 36-37          |
| Washed, low.....                                              | 35-38         | 35-38          | 37-40         | 38-40         | 35-38         | 33-36         | 32-33         | 32-33         | 32-33           | 32-33         | 30-33          | 30-32          |
| Washed, coarse.....                                           |               |                |               |               |               |               |               | 28-30         | 28-30           | 28-30         | 28-30          | 27-29          |
| Unwashed, medium.....                                         | 28-32         | 28-32          | 28-32         | 28-32         | 28-30         | 27-29         | 26-28         | 25-27         | 26-28           | 26-28         | 26-28          | 26-28          |
| Unwashed, low and coarse.....                                 | 25-27         | 25-27          | 26-28         | 27-30         | 26-28         | 25-26         | 22-25         | 20-24         | 21-25           | 21-25         | 20-24          | 20-24          |
| Canada.....                                                   | 32-33         | 32-33          | 32-33         | 32-35         | 32-35         | 31-33         | 28-30         | 30-32         | 31-33           | 31-33         | 31-33          | 31-33          |
| UNWASHED.                                                     |               |                |               |               |               |               |               |               |                 |               |                |                |
| Light and bright.                                             |               |                |               |               |               |               |               |               |                 |               |                |                |
| Fine.....                                                     | 23-25         | 23-25          | 23-25         | 23-25         | 23-24         | 22-24         | 20-22         | 20-21         | 21-22           | 21-22         | 21-22          | 20-22          |
| Medium.....                                                   | 27-32         | 27-32          | 27-32         | 27-32         | 27-30         | 27-29         | 25-27         | 24-26         | 25-27           | 25-27         | 25-27          | 25-27          |
| Low medium.....                                               | 24-26         | 25-26          | 25-27         | 26-28         | 25-26         | 23-25         | 21-23         | 20-22         | 20-23           | 20-23         | 20-22          | 20-22          |
| Coarse or burry.....                                          | 18-20         | 18-20          | 18-20         | 18-20         | 17-20         | 17-18         | 16-18         | 15-17         | 15-18           | 15-18         | 15-17          | 15-17          |
| Heavy or dark colored.                                        |               |                |               |               |               |               |               |               |                 |               |                |                |
| Fine.....                                                     | 16-18         | 15-18          | 15-18         | 15-18         | 15-17         | 16-18         | 15-17         | 15-17         | 16-18           | 16-18         | 16-17          | 16-17          |
| Medium.....                                                   | 22-23         | 22-23          | 22-23         | 22-23         | 20-22         | 20-22         | 19-21         | 18-20         | 17-20           | 17-19         | 17-19          | 17-19          |
| Low.....                                                      |               | 18-20          | 19-21         | 19-21         | 18-20         | 18-20         | 17-18         | 16-18         | 17-18           | 17-18         | 17-17          | 17-17          |
| Coarse, carpet.....                                           |               | 16-16          | 15-16         | 15-16         | 15-16         | 15-16         | 15-15         | 15-15         | 14-16           | 15-16         | 15-16          | 15-16          |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

1884

| Kinds of wool.                                   | January.      | Feb-<br>ruary. | March.        | April.        | May.          | June.         | July.         | August.       | Septem-<br>ber. | October.      | Novem-<br>ber. | Decem-<br>ber. |
|--------------------------------------------------|---------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|----------------|----------------|
|                                                  | <i>Cents.</i> | <i>Cents.</i>  | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i>   | <i>Cents.</i> | <i>Cents.</i>  | <i>Cents.</i>  |
| <b>COLORADO.</b>                                 |               |                |               |               |               |               |               |               |                 |               |                |                |
| Medium and fine, choice .....                    | 21-23         | 20-23          | 20-23         | 20-23         | 20-23         | 20-22         | 19-20         | 19-20         | 18-20           | 18-20         | 18-20          | 18-20          |
| Medium and fine, average .....                   | 20-21         | 19-20          | 18-20         | 18-20         | 17-20         | 17-20         | 17-19         | 17-18         | 17-18           | 17-18         | 17-18          | 17-18          |
| Common and quarter blood .....                   | 18-20         | 18-19          | 19-20         | 19-20         | 18-19         | 18-19         | 17-18         | 17-18         | 16-17           | 16-17         | 16-17          | 16-17          |
| Coarse, carpet .....                             | 16-17         | 16-16          | 15-16         | 15-16         | 15-16         | 15-16         | 15-16         | 15-15         | 15-16           | 15-16         | 15-15          | 15-15          |
| <b>NEW MEXICAN.</b>                              |               |                |               |               |               |               |               |               |                 |               |                |                |
| Choice, improved .....                           | Fall clip     | Fall clip      | Fall clip     | Fall clip     | Fall clip     | Spr'g clip    | Spr'g clip    | Spr'g clip    | Spr'g clip      | Spr'g clip    | Fall clip      | Fall clip      |
| Average, improved .....                          | .....         | 18-20          | 17-20         | 17-20         | 17-20         | 18-22         | 17-20         | 17-20         | 17-20           | 17-20         | 17-18          | 17-18          |
| Coarse, carpet, light, long staple .....         | 16-17         | 16-16          | 15-16         | 15-16         | 15-15         | 15-16         | 16-17         | 16-17         | 16-17           | 16-17         | 15-16          | 15-16          |
| Coarse, carpet, heavy, sandy or very short ..... | .....         | 15-16          | 14-15         | 14-15         | 14-14         | 14-15         | 15-15         | 15-15         | 15-16           | 15-16         | 15-15          | 14-15          |
| Black .....                                      | 15-16         | 15-16          | 15-16         | 15-16         | 15-15         | 14-15         | 14-14         | 14-14         | 13-14           | 13-14         | 13-13          | 13-13          |
| <b>TEXAS.</b>                                    |               |                |               |               |               |               |               |               |                 |               |                |                |
| Fine, northern and eastern .....                 | Fall clip     | Fall clip      | Fall clip     | Fall clip     | Spr'g clip    | Spr'g clip    | Spr'g clip    | Spr'g clip    | Spr'g clip      | Spr'g clip    | Fall clip      | Fall clip      |
| Medium, northern and eastern .....               | 20-22         | 20-22          | 20-22         | 20-22         | 22-26         | 22-25         | 20-23         | 20-22         | 20-22           | 20-22         | 16-18          | 16-18          |
| Coarse, northern and eastern .....               | 20-24         | 20-24          | 20-24         | 20-24         | 23-27         | 22-26         | 20-25         | 20-23         | 20-23           | 20-24         | 16-19          | 16-19          |
| Improved, western and southern .....             | 16-17         | 16-17          | 16-16         | 16-16         | 16-17         | 16-17         | 15-15         | 15-15         | 15-15           | 15-15         | 14-14          | 13-14          |
| Coarse, western and southern .....               | 17-20         | 17-20          | 17-20         | 17-20         | 17-22         | 17-22         | 15-20         | 15-20         | 15-20           | 15-20         | 14-17          | 14-17          |
|                                                  | 15-16         | 15-16          | 15-15         | 15-15         | 15-15         | 15-15         | 14-15         | 14-15         | 14-15           | 14-15         | 13-14          | 13-14          |
| <b>IOWA, NEBRASKA, AND MONTANA.</b>              |               |                |               |               |               |               |               |               |                 |               |                |                |
| Unwashed, fine, bright .....                     | 20-22         | .....          | .....         | .....         | 20-22         | 20-22         | 17-20         | 17-20         | 18-20           | 18-20         | 18-20          | 18-20          |
| Unwashed, medium, bright .....                   | 25-28         | .....          | .....         | .....         | 23-27         | 23-27         | 20-23         | 20-22         | 20-22           | 20-22         | 18-20          | 18-20          |
| Unwashed, coarse, bright .....                   | 18-19         | .....          | .....         | .....         | 16-20         | 16-20         | 15-17         | 15-18         | 15-18           | 15-18         | 15-17          | 15-17          |
| <b>UTAH AND WYOMING.</b>                         |               |                |               |               |               |               |               |               |                 |               |                |                |
| Unwashed, choice fine, light .....               | 20-22         | 20-22          | 20-22         | 20-22         | 20-21         | 20-21         | 18-20         | 18-20         | 18-20           | 18-20         | 18-20          | 18-20          |
| Unwashed, fine, heavy .....                      | 16-17         | 16-17          | 16-17         | 16-17         | 16-17         | 16-17         | 15-16         | 15-16         | 16-17           | 16-17         | 16-17          | 16-17          |
| Unwashed, choice selected medium .....           | 23-24         | 23-24          | 23-24         | 23-24         | 22-23         | 22-23         | 20-22         | 20-22         | 20-22           | 20-21         | 20-21          | 20-21          |
| Unwashed, low medium .....                       | 20-21         | 18-20          | 18-20         | 18-20         | 18-18         | 18-18         | 16-18         | 16-18         | 17-18           | 17-18         | 17-17          | 17-17          |
| Unwashed, coarse, carpet .....                   | 16-17         | 16-16          | 15-16         | 15-16         | 15-16         | 15-16         | 15-15         | 15-15         | 15-16           | 15-16         | 15-15          | 15-15          |
| <b>TUB-WASHED.</b>                               |               |                |               |               |               |               |               |               |                 |               |                |                |
| Choice, selected .....                           | 38-40         | 38-40          | 39-40         | 39-40         | 37-39         | 37-38         | 34-36         | 34-35         | 34-35           | 34-35         | 33-35          | 33-35          |
| Good .....                                       | 35-37         | 35-37          | 35-37         | 35-37         | 34-36         | 33-35         | 32-33         | 32-33         | 32-33           | 32-33         | 30-32          | 30-32          |
| Fair, ordinary .....                             | 32-35         | 32-35          | 32-35         | 32-35         | 32-34         | 32-33         | 30-31         | 30-31         | 30-31           | 30-31         | 28-30          | 28-30          |
| <b>PULLED.</b>                                   |               |                |               |               |               |               |               |               |                 |               |                |                |
| City Merino .....                                | 29-32         | 29-32          | 29-32         | 29-32         | 29-30         | 28-30         | 26-30         | 25-28         | 25-28           | 25-28         | 25-26          | 25-26          |
| City super and lambs .....                       | 29-32         | 29-32          | 29-32         | 29-32         | 29-30         | 28-30         | 26-28         | 25-28         | 25-28           | 25-28         | 25-26          | 25-26          |
| Western super and lambs .....                    | 25-27         | 25-27          | 25-27         | 25-27         | 25-27         | 25-27         | 23-26         | 22-25         | 22-25           | 22-25         | 20-23          | 20-23          |



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| Kinds of wool.                                                    | January.                                                    | Feb-<br>ruary.                                              | March.                                                      | April.                                                      | May.                                                        | June.                                                       | July.                                                       | August.                                                     | Septem-<br>ber.                                             | October.                                                    | Novem-<br>ber.                                              | Decem-<br>ber.                                              |
|-------------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|
| <b>OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.</b>      | <i>Cents.</i><br>34-36<br>31-33<br>32-34<br>28-30<br>22-25  | <i>Cents.</i><br>34-36<br>31-33<br>32-33<br>28-30<br>22-25  | <i>Cents.</i><br>33-35<br>31-32<br>31-32<br>28-30<br>22-25  | <i>Cents.</i><br>32-35<br>30-31<br>30-32<br>28-30<br>22-25  | <i>Cents.</i><br>32-35<br>30-31<br>30-31<br>28-29<br>22-25  | <i>Cents.</i><br>32-35<br>30-31<br>30-31<br>28-29<br>22-25  | <i>Cents.</i><br>32-35<br>30-31<br>30-31<br>28-29<br>22-25  | <i>Cents.</i><br>32-35<br>30-31<br>30-32<br>28-29<br>22-25  | <i>Cents.</i><br>33-35<br>31-32<br>32-34<br>29-31<br>24-28  | <i>Cents.</i><br>34-36<br>32-34<br>35-37<br>32-33<br>25-30  | <i>Cents.</i><br>34-38<br>32-34<br>36-38<br>34-35<br>27-30  | <i>Cents.</i><br>34-37<br>32-33<br>36-38<br>35-35<br>27-30  |
| <b>NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED.</b> | 30-30<br>29-30<br>31-32<br>27-29<br>22-23                   | 30-30<br>29-30<br>30-32<br>27-29<br>22-23                   | 29-30<br>28-30<br>30-31<br>27-29<br>22-23                   | 28-29<br>27-28<br>30-30<br>27-29<br>22-23                   | 28-29<br>27-28<br>30-30<br>27-28<br>22-23                   | 28-29<br>27-28<br>30-30<br>27-28<br>22-23                   | 28-29<br>27-28<br>30-30<br>27-28<br>22-23                   | 28-30<br>27-30<br>30-30<br>27-28<br>22-23                   | 29-30<br>29-30<br>31-32<br>28-30<br>24-26                   | 31-33<br>31-32<br>33-35<br>31-32<br>25-28                   | 32-33<br>31-32<br>34-36<br>33-34<br>27-30                   | 31-32<br>30-31<br>35-36<br>34-35<br>27-30                   |
| <b>COMBING AND DELAINE FLEECE.</b>                                | 36-38<br>36-37<br>30-32<br>27-29<br>26-28<br>21-24<br>31-33 | 36-38<br>36-37<br>30-32<br>28-30<br>24-26<br>22-24<br>31-33 | 35-38<br>35-37<br>31-32<br>29-30<br>24-26<br>22-25<br>31-33 | 34-36<br>35-36<br>30-32<br>28-29<br>24-25<br>22-25<br>31-33 | 34-36<br>35-36<br>30-31<br>28-29<br>24-25<br>22-24<br>31-33 | 34-35<br>34-35<br>30-31<br>28-29<br>24-25<br>22-24<br>31-33 | 33-35<br>32-35<br>30-31<br>27-29<br>24-26<br>21-24<br>31-33 | 33-35<br>33-35<br>30-32<br>28-30<br>24-26<br>21-24<br>31-33 | 34-36<br>34-36<br>31-33<br>28-30<br>24-26<br>21-24<br>31-33 | 35-38<br>36-39<br>33-36<br>30-33<br>26-28<br>24-26<br>32-34 | 36-38<br>38-40<br>37-38<br>33-35<br>28-30<br>25-28<br>34-35 | 36-38<br>38-40<br>37-38<br>35-36<br>29-30<br>27-29<br>35-36 |
| <b>UNWASHED.</b>                                                  |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |
| <i>Light and bright.</i>                                          |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |
| <b>Fine</b> .....                                                 | 20-22                                                       | 20-22                                                       | 20-22                                                       | 20-21                                                       | 20-21                                                       | 20-21                                                       | 20-21                                                       | 20-21                                                       | 20-22                                                       | 21-23                                                       | 22-23                                                       | 22-23                                                       |
| <b>Medium</b> .....                                               | 24-26                                                       | 22-24                                                       | 22-24                                                       | 22-24                                                       | 22-25                                                       | 22-24                                                       | 22-24                                                       | 22-25                                                       | 23-25                                                       | 25-26                                                       | 26-28                                                       | 27-30                                                       |
| <b>Low medium</b> .....                                           | 20-22                                                       | 20-22                                                       | 20-22                                                       | 20-22                                                       | 20-22                                                       | 20-22                                                       | 20-22                                                       | 20-22                                                       | 21-23                                                       | 23-25                                                       | 25-26                                                       | 26-27                                                       |
| <b>Coarse or burry</b> .....                                      | 15-17                                                       | 15-17                                                       | 15-17                                                       | 15-17                                                       | 15-17                                                       | 15-17                                                       | 15-17                                                       | 16-18                                                       | 16-18                                                       | 18-20                                                       | 18-22                                                       | 18-22                                                       |
| <i>Heavy or dark colored.</i>                                     |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |
| <b>Fine</b> .....                                                 | 16-18                                                       | 16-18                                                       | 16-18                                                       | 16-18                                                       | 16-18                                                       | 17-20                                                       | 17-20                                                       | 17-20                                                       | 17-20                                                       | 18-21                                                       | 19-21                                                       | 19-21                                                       |
| <b>Medium</b> .....                                               | 17-20                                                       | 17-20                                                       | 17-20                                                       | 17-19                                                       | 17-19                                                       | 18-20                                                       | 18-20                                                       | 18-21                                                       | 18-22                                                       | 21-24                                                       | 22-25                                                       | 24-25                                                       |
| <b>Low</b> .....                                                  | 17-17                                                       | 17-17                                                       | 17-17                                                       | 17-17                                                       | 17-17                                                       | 16-18                                                       | 16-18                                                       | 16-18                                                       | 16-18                                                       | 18-20                                                       | 20-22                                                       | 21-23                                                       |
| <b>Coarse, carpet</b> .....                                       | 15-16                                                       | 15-16                                                       | 14-15                                                       | 14-15                                                       | 14-15                                                       | 15-16                                                       | 15-16                                                       | 15-16                                                       | 15-16                                                       | 16-18                                                       | 18-20                                                       | 18-20                                                       |
| <b>Heavy or faulty</b> .....                                      | .....                                                       | .....                                                       | .....                                                       | .....                                                       | .....                                                       | 15-16                                                       | 15-16                                                       | 15-16                                                       | 15-16                                                       | 16-18                                                       | 17-18                                                       | 17-18                                                       |
| <b>COLORADO.</b>                                                  |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |
| <b>Medium and fine, choice</b> .....                              | 18-20                                                       | 18-20                                                       | 18-20                                                       | 17-20                                                       | 17-20                                                       | 17-20                                                       | 17-20                                                       | 19-21                                                       | 18-22                                                       | 20-24                                                       | 22-27                                                       | 23-27                                                       |
| <b>Medium and fine, average</b> .....                             | 17-18                                                       | 17-18                                                       | 17-18                                                       | 17-18                                                       | 17-18                                                       | 17-18                                                       | 17-18                                                       | 17-18                                                       | 17-18                                                       | 18-20                                                       | 20-22                                                       | 21-23                                                       |
| <b>Common and quarter blood</b> .....                             | 16-17                                                       | 16-17                                                       | 16-17                                                       | 16-17                                                       | 16-17                                                       | 16-17                                                       | 16-17                                                       | 17-17                                                       | 17-17                                                       | 17-18                                                       | 19-20                                                       | 20-21                                                       |
| <b>Coarse carpet</b> .....                                        | 14-15                                                       | 14-15                                                       | 14-15                                                       | 14-15                                                       | 14-15                                                       | 15-16                                                       | 15-16                                                       | 15-16                                                       | 15-16                                                       | 16-17                                                       | 17-18                                                       | 17-19                                                       |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

| Kinds of wool.                                   | 1885                         |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
|--------------------------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|------------------------------|------------------------------|
|                                                  | January.                     | Feb-<br>ruary.               | March.                       | April.                       | May.                         | June.                         | July.                         | August.                       | Septem-<br>ber.               | October.                      | Novem-<br>ber.               | Decem-<br>ber.               |
| NEW MEXICAN.                                     |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Choice, improved .....                           | Cents.<br>Fall clip<br>17-18 | Cents.<br>Fall clip<br>17-18 | Cents.<br>Fall clip<br>15-17 | Cents.<br>Fall clip<br>15-17 | Cents.<br>Fall clip<br>15-18 | Cents.<br>Spr'g clip<br>16-20 | Cents.<br>Spr'g clip<br>16-20 | Cents.<br>Spr'g clip<br>16-20 | Cents.<br>Spr'g clip<br>18-21 | Cents.<br>Spr'g clip<br>20-23 | Cents.<br>Fall clip<br>20-23 | Cents.<br>Fall clip<br>21-24 |
| Average improved .....                           | 15-16                        | 15-16                        | 14-15                        | 13-15                        | 14-15                        | 15-16                         | 15-16                         | 15-16                         | 16-17                         | 17-19                         | 19-20                        | 20-21                        |
| Coarse, carpet, light, long staple .....         | 13-14                        | 13-14                        | 13-13                        | 13-13 $\frac{1}{2}$          | 13-14                        | 15-15                         | 14-15                         | 14-15                         | 14-15                         | 16-17                         | 17-18                        | 17-18                        |
| Coarse, carpet, heavy, sandy or very short ..... | 12-13                        | 12-13                        | 12-12                        | 12-13                        | 13-13 $\frac{1}{2}$          | 13-14                         | 13-14                         | 13-14                         | 13-14                         | 14-15                         | 15-16                        | 15-17                        |
| Black .....                                      | 12-13                        | 12-13                        | 12-12                        | 12-12                        | 12-12                        | 12-12                         | 12-13                         | 12-13                         | 12-13                         | 13-14                         | 14-15                        | 15-15                        |
| TEXAS.                                           |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Fine, northern and eastern .....                 | Fall clip<br>15-18           | Fall clip<br>15-18           | Fall clip<br>15-18           | Fall clip<br>15-18           | Spr'g clip<br>18-22          | Spr'g clip<br>18-22           | Spr'g clip<br>18-22           | Spr'g clip<br>18-22           | Spr'g clip<br>18-22           | Spr'g clip<br>20-23           | Fall clip<br>20-22           | Fall clip<br>20-22           |
| Medium, northern and eastern .....               | 15-17                        | 15-17                        | 15-17                        | 15-17                        | 22-25                        | 22-25                         | 20-25                         | 20-25                         | 20-25                         | 22-26                         | 21-23                        | 22-25                        |
| Coarse, northern and eastern .....               | 12-13                        | 12-13                        | 12-13                        | 12-13                        | 13-15                        | 14-15                         | 14-15                         | 14-15                         | 14-15                         | 16-18                         | 16-18                        | 16-18                        |
| Improved, western and southern .....             | 13-15                        | 13-15                        | 13-15                        | 13-15                        | 17-20                        | 17-20                         | 17-20                         | 17-20                         | 17-20                         | 20-22                         | 18-22                        | 18-22                        |
| Coarse, western and southern .....               | 12-13                        | 12-13                        | 12-13                        | 12-13                        | 12-14                        | 13-14                         | 13-14                         | 13-14                         | 13-14                         | 15-17                         | 15-16                        | 15-16                        |
| IOWA, NEBRASKA, AND MONTANA.                     |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Unwashed, fine, bright .....                     | 18-20                        | 18-20                        | 18-22                        | 18-22                        | 18-22                        | 20-22                         | 20-22                         | 20-22                         | 20-22                         | 20-23                         | 21-24                        | 21-23                        |
| Unwashed, medium, bright .....                   | 18-21                        | 18-21                        | 18-21                        | 18-21                        | 18-21                        | 20-22                         | 20-22                         | 20-22                         | 20-23                         | 22-25                         | 24-26                        | 25-27                        |
| Unwashed, coarse, bright .....                   | 15-17                        | 15-17                        | 15-17                        | 15-17                        | 15-17                        | 16-18                         | 16-18                         | 16-18                         | 16-18                         | 18-20                         | 20-22                        | 20-23                        |
| Unwashed, dark colored or heavy .....            | .....                        | .....                        | .....                        | .....                        | .....                        | 16-18                         | 16-18                         | 16-18                         | 16-18                         | 17-19                         | 17-20                        | 17-20                        |
| UTAH AND WYOMING.                                |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Unwashed, choice, fine, light .....              | 18-20                        | 18-20                        | 18-20                        | 18-19                        | 18-19                        | 18-19                         | 18-19                         | 18-19                         | 18-20                         | 20-22                         | 20-23                        | 20-22                        |
| Unwashed, fine, heavy .....                      | 16-17                        | 16-17                        | 16-17                        | 16-17                        | 16-17                        | 16-17                         | 16-17                         | 17-18                         | 17-18                         | 18-20                         | 19-20                        | 19-20                        |
| Unwashed, choice selected medium .....           | 20-21                        | 20-21                        | 18-20                        | 18-19                        | 18-19                        | 18-20                         | 19-20                         | 20-22                         | 20-22                         | 23-24                         | 23-25                        | 24-26                        |
| Unwashed, low medium .....                       | 17-17                        | 17-17                        | 17-17                        | 17-17                        | 17-17                        | 17-18                         | 17-18                         | 17-18                         | 17-18                         | 19-21                         | 20-22                        | 21-23                        |
| Unwashed, coarse, carpet .....                   | 15-15                        | 15-15                        | 14-15                        | 14-15                        | 14-15                        | 15-16                         | 15-16                         | 15-16                         | 15-16                         | 17-20                         | 18-20                        | 18-20                        |
| TUB-WASHED.                                      |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Choice selected .....                            | 33-35                        | 33-35                        | 33-35                        | 33-35                        | 33-35                        | 33-35                         | 32-33                         | 32-33                         | 32-33                         | 33-35                         | 35-38                        | 36-38                        |
| Good .....                                       | 30-32                        | 30-32                        | 30-32                        | 30-32                        | 30-32                        | 30-32                         | 30-32                         | 30-32                         | 30-32                         | 30-33                         | 33-35                        | 35-35                        |
| Fair ordinary .....                              | 28-30                        | 28-30                        | 28-30                        | 28-30                        | 28-30                        | 28-30                         | 27-29                         | 27-29                         | 27-29                         | 28-30                         | 30-33                        | 32-34                        |
| PULLED.                                          |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| City Merino .....                                | 24-25                        | 24-25                        | 24-25                        | 24-25                        | 24-25                        | 24-25                         | 24-25                         | 24-25                         | 25-27                         | 27-30                         | 28-30                        | 28-30                        |
| City super and lambs .....                       | 24-26                        | 24-26                        | 24-26                        | 24-26                        | 24-26                        | 24-26                         | 24-26                         | 24-26                         | 25-28                         | 28-32                         | 30-32                        | 32-33                        |
| Western super and lambs .....                    | 20-23                        | 20-23                        | 20-23                        | 20-23                        | 20-23                        | 20-23                         | 22-24                         | 22-24                         | 23-25                         | 25-28                         | 28-30                        | 30-32                        |



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## Kinds of wool.

|                                                                       | January.                                                    | Feb-<br>ruary.                                              | March.                                                      | April.                                                      | May.                                                        | June.                                                       | July.                                                       | August.                                                     | Septem-<br>ber.                                             | October.                                                    | Novem-<br>ber.                                              | Decem-<br>ber.                                              |
|-----------------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|
| <b>OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE<br/>WASHED.</b>       | <i>Cents.</i><br>35-37<br>33-34<br>36-38<br>35-35<br>27-30  | <i>Cents.</i><br>35-37<br>33-34<br>36-38<br>35-36<br>28-30  | <i>Cents.</i><br>34-36<br>32-33<br>35-36<br>35-36<br>28-30  | <i>Cents.</i><br>33-35<br>31-32<br>35-35<br>34-35<br>27-29  | <i>Cents.</i><br>32-35<br>30-31<br>33-34<br>33-33<br>27-28  | <i>Cents.</i><br>32-33<br>30-31<br>33-34<br>31-32<br>26-27  | <i>Cents.</i><br>34-35<br>31-33<br>34-35<br>33-34<br>27-30  | <i>Cents.</i><br>34-36<br>33-34<br>37-38<br>36-37<br>30-32  | <i>Cents.</i><br>34-36<br>32-34<br>37-38<br>36-37<br>30-32  | <i>Cents.</i><br>35-36<br>33-35<br>37-39<br>37-38<br>30-32  | <i>Cents.</i><br>35-37<br>33-35<br>38-39<br>38-39<br>30-32  | <i>Cents.</i><br>35-36<br>33-34<br>38-39<br>37-38<br>30-32  |
| <b>NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN<br/>FLEECE WASHED.</b>  | 32-33<br>30-32<br>35-36<br>34-35<br>27-30                   | 32-33<br>30-32<br>35-36<br>34-35<br>27-30                   | 31-32<br>30-31<br>34-35<br>34-35<br>27-30                   | 30-32<br>29-30<br>33-34<br>33-34<br>27-28                   | 30-32<br>28-30<br>32-33<br>32-33<br>26-27                   | 29-30<br>27-29<br>32-33<br>30-32<br>26-27                   | 31-33<br>30-31<br>33-35<br>32-33<br>27-29                   | 32-34<br>31-32<br>36-37<br>35-36<br>30-31                   | 32-33<br>31-32<br>36-37<br>35-36<br>30-31                   | 33-34<br>32-33<br>36-38<br>36-37<br>30-31                   | 33-34<br>32-33<br>37-38<br>37-38<br>30-31                   | 32-34<br>32-33<br>37-38<br>36-37<br>30-31                   |
| <b>COMBING AND DELAINE FLEECE.</b>                                    | 36-38<br>38-40<br>37-38<br>35-36<br>29-30<br>28-29<br>35-36 | 36-38<br>38-40<br>37-38<br>35-36<br>29-30<br>28-29<br>35-36 | 35-37<br>37-39<br>36-37<br>35-36<br>28-29<br>27-28<br>33-35 | 34-36<br>36-37<br>36-36<br>34-35<br>27-28<br>25-27<br>33-34 | 33-35<br>35-36<br>34-35<br>32-34<br>26-27<br>25-26<br>32-33 | 32-34<br>34-35<br>34-35<br>30-32<br>24-26<br>22-24<br>30-32 | 33-35<br>35-36<br>34-36<br>32-34<br>27-28<br>25-27<br>31-34 | 35-36<br>38-39<br>37-38<br>34-35<br>30-32<br>28-30<br>35-37 | 35-37<br>38-40<br>37-38<br>34-35<br>30-32<br>28-30<br>35-37 | 37-40<br>38-40<br>37-38<br>34-35<br>30-32<br>28-30<br>35-37 | 37-40<br>39-40<br>38-40<br>35-36<br>30-32<br>28-30<br>35-37 | 37-38<br>39-40<br>38-39<br>35-36<br>30-31<br>27-29<br>35-37 |
| <b>UNWASHED.</b>                                                      |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |
| <i>Light and bright.</i>                                              |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |
| <b>Fine</b> .....                                                     | 22-23                                                       | 22-23                                                       | 20-22                                                       | 20-21                                                       | 18-21                                                       | 18-21                                                       | 21-22                                                       | 22-24                                                       | 22-23                                                       | 22-25                                                       | 23-25                                                       | 23-24                                                       |
| <b>Medium</b> .....                                                   | 28-30                                                       | 28-30                                                       | 27-29                                                       | 26-28                                                       | 25-28                                                       | 24-26                                                       | 27-28                                                       | 30-32                                                       | 30-32                                                       | 30-32                                                       | 30-32                                                       | 30-31                                                       |
| <b>Low medium</b> .....                                               | 26-28                                                       | 26-28                                                       | 26-27                                                       | 25-26                                                       | 23-25                                                       | 22-23                                                       | 25-26                                                       | 28-29                                                       | 28-29                                                       | 28-29                                                       | 28-30                                                       | 27-29                                                       |
| <b>Coarse, or burry</b> .....                                         | 18-22                                                       | 20-23                                                       | 20-23                                                       | 18-22                                                       | 17-20                                                       | 17-20                                                       | 20-22                                                       | 20-25                                                       | 20-25                                                       | 20-25                                                       | 20-25                                                       | 20-25                                                       |
| <b>Kansas, Nebraska, Western Iowa, and Dakota<br/>(dark colored.)</b> |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |                                                             |
| <b>Fine</b> .....                                                     | 19-21                                                       | 19-21                                                       | 18-20                                                       | 18-20                                                       | 17-19                                                       | 17-19                                                       | 19-21                                                       | 20-22                                                       | 20-21                                                       | 21-22                                                       | 21-22                                                       | 21-22                                                       |
| <b>Medium</b> .....                                                   | 25-26                                                       | 25-26                                                       | 24-25                                                       | 23-25                                                       | 21-23                                                       | 21-23                                                       | 22-25                                                       | 25-27                                                       | 25-26                                                       | 25-26                                                       | 25-26                                                       | 24-25                                                       |
| <b>Low</b> .....                                                      | 22-24                                                       | 22-24                                                       | 22-24                                                       | 20-23                                                       | 19-21                                                       | 19-21                                                       | 22-23                                                       | 23-25                                                       | 23-24                                                       | 23-24                                                       | 23-25                                                       | 23-25                                                       |
| <b>Coarse, carpet</b> .....                                           | 20-20                                                       | 20-20                                                       | 20-20                                                       | 18-20                                                       | 17-18                                                       | 17-18                                                       | 17-19                                                       | 18-20                                                       | 18-20                                                       | 18-20                                                       | 18-20                                                       | 18-20                                                       |
| <b>Heavy or faulty</b> .....                                          | 17-18                                                       | 17-18                                                       | 17-18                                                       | 17-17                                                       | 15-16                                                       | 15-16                                                       | 15-18                                                       | 17-20                                                       | 17-20                                                       | 17-20                                                       | 17-20                                                       | 17-20                                                       |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

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| Kinds of wool.                        | January.           | Feb-<br>ruary.     | March.             | April.             | May.               | June.               | July.               | August.             | Septem-<br>ber.     | October.            | Novem-<br>ber.     | Decem-<br>ber.     |
|---------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--------------------|--------------------|
| <b>COLORADO.</b>                      |                    |                    |                    |                    |                    |                     |                     |                     |                     |                     |                    |                    |
| Medium and fine, choice.....          | Cents.<br>25-27    | Cents.<br>25-27    | Cents.<br>25-27    | Cents.<br>24-26    | Cents.<br>22-25    | Cents.<br>22-24     | Cents.<br>23-26     | Cents.<br>26-28     | Cents.<br>26-27     | Cents.<br>26-27     | Cents.<br>26-27    | Cents.<br>25-27    |
| Medium and fine, average.....         | 22-24              | 22-24              | 22-24              | 21-23              | 20-21              | 20-21               | 21-23               | 23-25               | 23-24               | 23-24               | 23-24              | 22-23              |
| Common and quarter blood.....         | 20-22              | 20-22              | 20-22              | 18-21              | 18-19              | 18-19               | 20-21               | 22-24               | 22-23               | 22-23               | 22-23              | 22-23              |
| Coarse, carpet.....                   | 17-19              | 17-19              | 17-19              | 16-18              | 16-17              | 16-17               | 17-18               | 18-20               | 18-20               | 18-20               | 18-20              | 18-20              |
| <b>NEW MEXICAN.</b>                   |                    |                    |                    |                    |                    |                     |                     |                     |                     |                     |                    |                    |
| Choice improved.....                  | Fall clip<br>21-24 | Fall clip<br>21-24 | Fall clip<br>21-23 | Fall clip<br>20-21 | Fall clip<br>20-21 | Spr'g clip<br>20-23 | Spr'g clip<br>22-25 | Spr'g clip<br>25-27 | Spr'g clip<br>25-26 | Spr'g clip<br>25-26 | Fall clip<br>23-25 | Fall clip<br>22-24 |
| Average improved.....                 | 20-21              | 20-21              | 19-20              | 18-19              | 17-19              | 18-19               | 19-21               | 21-24               | 21-24               | 21-24               | 21-23              | 20-22              |
| Coarse, carpet, light.....            | 17-18              | 17-18              | 17-17              | 16-16              | 15-16              | 15-16               | 17-18               | 18-19               | 18-19               | 18-19               | 18-19              | 18-18              |
| Coarse, carpet, heavy or sandy.....   | 15-17              | 15-17              | 15-16              | 14-15              | 14-15              | 14-15               | 15-17               | 17-18               | 17-18               | 17-18               | 17-18              | 17-17              |
| Black.....                            | 15-15              | 15-16              | 15-15              | 14-15              | 14-14              | 14-14               | 15-16               | 16-17               | 16-17               | 16-17               | 16-17              | 16-17              |
| <b>TEXAS.</b>                         |                    |                    |                    |                    |                    |                     |                     |                     |                     |                     |                    |                    |
| Fine, northern and eastern.....       | Fall clip<br>21-23 | Fall clip<br>21-23 | Fall clip<br>21-23 | Fall clip<br>20-23 | Fall clip<br>19-22 | Spr'g clip<br>20-22 | Spr'g clip<br>21-24 | Spr'g clip<br>23-25 | Spr'g clip<br>23-25 | Spr'g clip<br>23-25 | Fall clip<br>22-23 | Fall clip<br>21-22 |
| Medium, northern and eastern.....     | 23-26              | 23-26              | 23-26              | 22-25              | 21-24              | 22-25               | 25-27               | 27-29               | 27-28               | 27-28               | 25-27              | 25-26              |
| Coarse, northern and eastern.....     | 16-18              | 16-18              | 16-18              | 16-16              | 15-15              | 16-16               | 17-18               | 20-20               | 20-20               | 20-20               | 18-20              | 18-20              |
| Improved, western and southern.....   | 18-22              | 18-22              | 18-22              | 17-20              | 16-20              | 16-20               | 20-23               | 22-26               | 22-26               | 22-26               | 20-25              | 20-23              |
| Coarse, western and southern.....     | 15-16              | 15-16              | 15-16              | 14-15              | 14-14              | 14-15               | 15-17               | 17-18               | 16-18               | 16-18               | 17-18              | 16-17              |
| <b>MONTANA.</b>                       |                    |                    |                    |                    |                    |                     |                     |                     |                     |                     |                    |                    |
| Unwashed, fine, bright.....           | 22-24              | 22-24              | 20-22              | 20-21              | 19-20              | 19-20               | 20-23               | 23-25               | 22-24               | 22-24               | 22-24              | 22-24              |
| Unwashed, medium, bright.....         | 27-28              | 27-28              | 26-27              | 25-26              | 23-25              | 23-25               | 24-27               | 26-30               | 26-28               | 26-28               | 26-28              | 26-28              |
| Unwashed, coarse, bright.....         | 22-25              | 22-25              | 22-25              | 21-23              | 20-22              | 20-22               | 20-23               | 24-26               | 23-25               | 23-25               | 23-25              | 23-25              |
| Unwashed, dark colored or heavy.....  | 18-20              | 18-20              | 17-19              | 17-18              | 16-17              | 16-17               | 18-20               | 20-24               | 20-23               | 20-23               | 20-23              | 20-23              |
| <b>UTAH AND WYOMING.</b>              |                    |                    |                    |                    |                    |                     |                     |                     |                     |                     |                    |                    |
| Unwashed, choice, fine, light.....    | 20-22              | 20-22              | 20-21              | 20-21              | 19-20              | 19-20               | 20-22               | 22-23               | 21-22               | 21-22               | 21-22              | 21-22              |
| Unwashed, fine, heavy.....            | 19-20              | 19-20              | 18-19              | 17-18              | 16-18              | 16-18               | 18-20               | 20-21               | 19-20               | 19-20               | 19-20              | 19-20              |
| Unwashed, choice selected medium..... | 26-27              | 26-27              | 25-26              | 24-25              | 23-24              | 22-24               | 24-26               | 27-28               | 25-27               | 25-27               | 25-27              | 24-26              |
| Unwashed, low medium.....             | 22-25              | 22-25              | 22-25              | 21-23              | 20-21              | 20-21               | 21-23               | 25-27               | 25-26               | 25-26               | 25-26              | 24-25              |
| Unwashed, coarse carpet.....          | 18-20              | 18-20              | 18-20              | 17-18              | 16-17              | 16-17               | 17-19               | 18-20               | 18-20               | 18-20               | 18-20              | 18-20              |
| Unwashed, fall clip.....              | 18-22              | 18-22              | 18-22              | 18-22              | 17-21              | 17-21               | .....               | .....               | .....               | .....               | 20-25              | 20-24              |
| <b>TUB WASHED.</b>                    |                    |                    |                    |                    |                    |                     |                     |                     |                     |                     |                    |                    |
| Choice selected.....                  | 36-38              | 37-40              | 38-40              | 36-38              | 35-37              | 35-37               | 36-38               | 39-40               | 39-40               | 40-42               | 40-42              | 40-42              |
| Good.....                             | 35-35              | 35-37              | 35-37              | 35-35              | 33-35              | 33-35               | 34-36               | 37-38               | 37-38               | 38-40               | 38-40              | 38-40              |
| Fair ordinary.....                    | 32-34              | 33-35              | 33-35              | 32-34              | 31-33              | 30-33               | 32-34               | 35-36               | 35-36               | 36-37               | 36-37              | 36-37              |
| <b>PULLED.</b>                        |                    |                    |                    |                    |                    |                     |                     |                     |                     |                     |                    |                    |
| City merino.....                      | 28-30              | 28-31              | 28-31              | 26-28              | 25-28              | 25-28               | 27-30               | 28-31               | 28-31               | 28-31               | 28-31              | 28-31              |
| City super and lambs'.....            | 33-35              | 33-35              | 33-35              | 30-33              | 30-32              | 30-32               | 32-33               | 33-35               | 33-35               | 33-35               | 35-36              | 33-35              |
| Western super and lambs'.....         | 30-33              | 30-33              | 30-33              | 28-30              | 27-29              | 27-29               | 30-32               | 32-35               | 32-33               | 32-33               | 30-35              | 30-33              |



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## Kinds of wool.

|                                                                       | January.        | Feb-<br>ruary.  | March.          | April.          | May.            | June.           | July.           | August.         | Septem-<br>ber. | October.        | Novem-<br>ber.  | Decem-<br>ber.  |
|-----------------------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE<br/>WASHED.</b>       |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| XX and above.....                                                     | Cents.<br>35-36 | Cents.<br>35-36 | Cents.<br>34-36 | Cents.<br>33-35 | Cents.<br>33-35 | Cents.<br>33-35 | Cents.<br>34-36 | Cents.<br>34-36 | Cents.<br>33-34 | Cents.<br>32-33 | Cents.<br>32-33 | Cents.<br>31-33 |
| X.....                                                                | 33-34           | 33-34           | 32-33           | 31-32           | 31-32           | 31-32           | 32-34           | 32-33           | 31-32           | 31-32           | 30-31           | 30-31           |
| Half blood.....                                                       | 38-39           | 39-40           | 38-39           | 37-38           | 37-38           | 37-37           | 38-40           | 37-39           | 36-37           | 36-38           | 36-37           | 36-37           |
| Quarter blood.....                                                    | 37-38           | 39-40           | 38-40           | 37-38           | 37-38           | 37-37           | 38-39           | 37-38           | 35-36           | 35-36           | 35-36           | 35-36           |
| Common and cotted.....                                                | 30-32           | 30-32           | 30-32           | 30-31           | 30-31           | 30-31           | 30-35           | 30-35           | 30-33           | 30-33           | 30-33           | 30-33           |
| <b>NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN<br/>FLEECE WASHED.</b>  |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| XX.....                                                               | 32-33           | 32-33           | 32-33           | 30-32           | 30-32           | 30-31           | 31-33           | 31-33           | 30-32           | 30-31           | 30-31           | 30-31           |
| X.....                                                                | 32-32           | 32-32           | 31-32           | 30-32           | 30-31           | 29-30           | 30-32           | 30-32           | 28-30           | 28-30           | 28-30           | 28-30           |
| Half blood.....                                                       | 37-38           | 38-39           | 38-38           | 37-37           | 36-37           | 36-36           | 37-40           | 37-38           | 35-36           | 35-36           | 35-36           | 35-36           |
| Quarter blood.....                                                    | 36-37           | 38-39           | 38-39           | 37-37           | 37-37           | 36-37           | 37-39           | 36-38           | 35-36           | 34-36           | 34-36           | 34-36           |
| Common and cotted.....                                                | 30-31           | 30-31           | 30-31           | 30-30           | 30-30           | 30-30           | 30-35           | 30-35           | 30-33           | 30-33           | 30-33           | 30-33           |
| <b>COMBING AND DELAINE FLEECE.</b>                                    |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Washed, fine delaine.....                                             | 36-38           | 36-38           | 35-37           | 34-37           | 34-37           | 34-37           | 36-38           | 36-37           | 33-36           | 33-36           | 33-36           | 33-36           |
| Washed, medium.....                                                   | 39-40           | 39-40           | 38-40           | 38-39           | 38-39           | 37-38           | 38-40           | 38-39           | 36-38           | 36-39           | 36-39           | 36-38           |
| Washed, low.....                                                      | 38-39           | 39-40           | 39-40           | 38-39           | 38-39           | 37-38           | 37-39           | 37-38           | 35-36           | 35-36           | 35-36           | 35-36           |
| Washed, coarse.....                                                   | 35-36           | 35-36           | 35-37           | 34-36           | 34-36           | 34-36           | 35-37           | 34-37           | 32-35           | 32-35           | 32-35           | 32-35           |
| Unwashed, medium.....                                                 | 30-31           | 30-31           | 30-31           | 29-31           | 29-31           | 30-32           | 32-35           | 30-32           | 28-30           | 28-30           | 28-30           | 28-30           |
| Unwashed, low and coarse.....                                         | 27-29           | 28-30           | 29-30           | 28-30           | 28-30           | 28-30           | 30-32           | 27-30           | 26-28           | 26-28           | 25-27           | 25-27           |
| Canada.....                                                           | 35-37           | 37-38           | 37-38           | 36-37           | 36-37           | 36-37           | 36-38           | 35-37           | 34-36           | 34-36           | 34-36           | 34-36           |
| <b>UNWASHED.</b>                                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| <i>Light and bright.</i>                                              |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Fine.....                                                             | 23-24           | 23-24           | 22-23           | 21-22           | 20-22           | 20-22           | 22-25           | 21-23           | 20-22           | 20-22           | 20-22           | 20-22           |
| Medium.....                                                           | 30-31           | 30-31           | 30-31           | 29-30           | 28-30           | 29-30           | 30-34           | 29-32           | 27-30           | 27-29           | 27-29           | 27-29           |
| Low medium.....                                                       | 27-29           | 28-30           | 29-30           | 28-29           | 27-28           | 28-29           | 28-30           | 27-29           | 25-27           | 25-27           | 25-27           | 25-27           |
| Coarse, or burry.....                                                 | 20-25           | 20-25           | 20-25           | 20-23           | 20-23           | 20-23           | 22-25           | 22-25           | 20-25           | 20-23           | 20-23           | 20-23           |
| <b>Kansas, Nebraska, Western Iowa, and Dakota<br/>(dark colored).</b> |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Heavy fine.....                                                       | 20-21           | 20-21           | 20-21           | 19-20           | 19-20           | 19-20           | 19-22           | 16-18           | 14-16           | 13-16           | 13-16           | 13-16           |
| Light fine.....                                                       | 23-25           | 23-25           | 23-25           | 23-24           | 23-24           | 23-24           | .....           | 20-22           | 18-20           | 16-18           | 16-18           | 16-18           |
| Fine medium.....                                                      | 22-24           | 22-24           | 22-24           | 22-23           | 22-23           | 22-23           | .....           | 22-24           | 20-22           | 19-21           | 18-20           | 18-20           |
| Medium.....                                                           | 17-19           | 17-19           | 17-19           | 16-18           | 16-18           | 23-24           | 25-28           | 24-26           | 22-25           | 22-24           | 22-24           | 22-23           |
| Low.....                                                              | 17-20           | 17-20           | 17-20           | 17-19           | 17-19           | 22-23           | 22-24           | 20-22           | 18-22           | 18-22           | 17-20           | 17-20           |
| <b>COLORADO.</b>                                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Medium and fine, choice.....                                          | 24-26           | 24-26           | 23-25           | 22-23           | 22-23           | 22-23           | 25-28           | 25-28           | 23-26           | 23-25           | 22-25           | 22-24           |
| Medium and fine, average.....                                         | 21-22           | 21-22           | 21-22           | 20-21           | 20-21           | 20-21           | 22-24           | 22-24           | 22-23           | 22-23           | 20-22           | 20-22           |
| Common and quarter blood.....                                         | 20-21           | 20-21           | 20-21           | 18-21           | 18-21           | 18-21           | 20-22           | 20-22           | 20-22           | 20-22           | 18-20           | 18-20           |
| Coarse, carpet.....                                                   | 17-19           | 17-19           | 17-19           | 16-17           | 16-17           | 16-17           | 17-18           | 17-18           | 16-17           | 15-16           | 15-16           | 15-16           |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

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| Kinds of wool.                         | January.                     | February.                    | March.                       | April.                       | May.                         | June.                         | July.                         | August.                       | September.                    | October.                      | November.                    | December.                    |
|----------------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|------------------------------|------------------------------|
| <b>NEW MEXICAN.</b>                    |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Choice, improved                       | Cents.<br>Fall clip<br>20-22 | Cents.<br>Fall clip<br>20-22 | Cents.<br>Fall clip<br>20-22 | Cents.<br>Fall clip<br>20-21 | Cents.<br>Fall clip<br>20-21 | Cents.<br>Spr'g clip<br>20-23 | Cents.<br>Spr'g clip<br>23-26 | Cents.<br>Spr'g clip<br>23-26 | Cents.<br>Spr'g clip<br>23-25 | Cents.<br>Spr'g clip<br>22-24 | Cents.<br>Fall clip<br>20-23 | Cents.<br>Fall clip<br>20-23 |
| Average, improved                      | 18-20                        | 18-20                        | 18-20                        | 18-19                        | 18-19                        | 18-20                         | 21-23                         | 21-23                         | 20-22                         | 20-22                         | 16-18                        | 16-18                        |
| Coarse, carpet, light                  | 17-17                        | 17-17                        | 16-17                        | 15-16                        | 15-16                        | 16-17                         | 16-18                         | 17-17                         | 16-17                         | 15-16                         | 14-16                        | 14-16                        |
| Coarse, carpet, heavy or sandy         | 15-16                        | 15-16                        | 15-16                        | 14-15                        | 14-15                        | 14-15                         | 15-16                         | 15-16                         | 15-16                         | 14-15                         | 13-14                        | 13-14                        |
| Black                                  | 16-16                        | 16-16                        | 15-15                        | 14-15                        | 14-15                        | 14-15                         | 15-16                         | 15-18                         | 15-17                         | 15-17                         | 15-17                        | 15-16                        |
| <b>TEXAS.</b>                          |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Fine, northern and eastern             | Fall clip<br>20-22           | Fall clip<br>20-22           | Fall clip<br>20-22           | Fall clip<br>20-21           | Fall clip<br>20-21           | Fall clip<br>20-22            | Fall clip<br>20-23            | Fall clip<br>20-23            | Fall clip<br>20-22            | Fall clip<br>18-21            | Fall clip<br>16-18           | Fall clip<br>16-18           |
| Medium, northern and eastern           | 23-25                        | 23-25                        | 23-25                        | 22-24                        | 22-24                        | 23-25                         | 25-28                         | 25-28                         | 24-26                         | 22-25                         | 18-22                        | 18-22                        |
| Coarse, northern and eastern           | 17-18                        | 17-18                        | 17-18                        | 16-17                        | 16-17                        | 16-18                         | 18-20                         | 18-20                         | 16-18                         | 15-17                         | 14-15                        | 14-15                        |
| Fine, western and southern             | 18-21                        | 18-21                        | 18-21                        | 17-20                        | 17-20                        | 18-22                         | 20-24                         | 20-24                         | 16-20                         | 15-20                         | 13-16                        | 13-16                        |
| Medium, western and southern           | .....                        | .....                        | .....                        | .....                        | .....                        | .....                         | .....                         | .....                         | .....                         | .....                         | .....                        | .....                        |
| Coarse, western and southern           | 15-16                        | 15-16                        | 15-16                        | 14-15                        | 14-15                        | 14-16                         | 16-17                         | 16-17                         | 15-16                         | 14-16                         | 13-15                        | 13-15                        |
| <b>MONTANA.</b>                        |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Unwashed, fine, bright                 | 21-22                        | 21-22                        | 21-22                        | 20-21                        | 20-21                        | 20-21                         | 21-23                         | 21-23                         | 19-21                         | 17-19                         | 17-18                        | 17-18                        |
| Unwashed, medium, bright               | 24-26                        | 24-26                        | 24-26                        | 23-26                        | 23-25                        | 23-25                         | 26-28                         | 26-28                         | 24-26                         | 23-25                         | 22-23                        | 22-23                        |
| Unwashed, coarse, bright               | 22-23                        | 22-23                        | 22-23                        | 20-22                        | 20-22                        | 20-22                         | 20-23                         | 20-23                         | 18-20                         | 18-20                         | 18-20                        | 18-20                        |
| Unwashed, dark colored, heavy or short | 19-21                        | 19-21                        | 19-21                        | 18-20                        | 18-20                        | 18-20                         | 18-20                         | 18-20                         | 15-18                         | 15-18                         | 15-18                        | 15-18                        |
| <b>UTAH AND WYOMING.</b>               |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Unwashed, fine, heavy                  | 20-21                        | 20-21                        | 20-21                        | 20-21                        | 20-21                        | 17-19                         | 18-20                         | 18-20                         | 16-18                         | 15-17                         | 14-16                        | 14-16                        |
| Unwashed, choice, fine, light          | 18-19                        | 18-19                        | 18-19                        | 17-19                        | 17-19                        | 20-21                         | 20-23                         | 20-23                         | 18-20                         | 17-19                         | 17-18                        | 17-18                        |
| Unwashed, fine, medium                 | 22-25                        | 22-25                        | 22-25                        | 22-25                        | 22-25                        | .....                         | 22-24                         | 22-24                         | 20-22                         | 20-21                         | 18-20                        | 18-20                        |
| Unwashed, choice, selected, medium     | 22-24                        | 22-24                        | 22-25                        | 22-25                        | 22-25                        | 22-25                         | 26-28                         | 26-28                         | 25-26                         | 24-25                         | 23-24                        | 22-23                        |
| Unwashed, low, medium                  | 17-19                        | 17-19                        | 17-19                        | 16-18                        | 16-18                        | 22-24                         | 22-24                         | 22-24                         | 22-24                         | 22-23                         | 21-22                        | 21-22                        |
| Unwashed, rough                        | 20-22                        | 20-22                        | 20-22                        | 20-20                        | 20-20                        | 16-20                         | 18-20                         | 18-20                         | 17-20                         | 17-20                         | 17-20                        | 17-20                        |
| <b>TUB WASHED.</b>                     |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| Choice, selected                       | 40-42                        | 40-42                        | 40-42                        | 40-40                        | 40-40                        | 40-42                         | 40-43                         | 40-43                         | 40-43                         | 40-43                         | 40-43                        | 37-40                        |
| Good, ordinary                         | 38-40                        | 38-40                        | 38-40                        | 38-38                        | 38-38                        | 37-39                         | 38-40                         | 37-40                         | 37-40                         | 37-40                         | 37-40                        | 35-37                        |
| Coarse                                 | 36-37                        | 36-37                        | 36-37                        | 35-37                        | 35-37                        | 35-37                         | 36-38                         | 33-36                         | 33-36                         | 33-36                         | 33-36                        | 33-35                        |
| <b>PULLED.</b>                         |                              |                              |                              |                              |                              |                               |                               |                               |                               |                               |                              |                              |
| City merino                            | 28-31                        | 28-31                        | 28-31                        | 27-29                        | 27-29                        | 27-29                         | 28-30                         | 28-30                         | 28-30                         | 27-28                         | 27-28                        | 27-28                        |
| City super and lambs'                  | 32-34                        | 32-34                        | 33-35                        | 32-34                        | 32-34                        | 32-34                         | 33-36                         | 34-36                         | 34-36                         | 32-35                         | 32-35                        | 30-33                        |
| Western super and lambs'               | 30-32                        | 30-32                        | 28-32                        | 26-30                        | 26-30                        | 26-30                         | 30-33                         | 30-34                         | 30-34                         | 28-30                         | 28-30                        | 25-28                        |
| Short merino and shearlings'           | .....                        | .....                        | .....                        | .....                        | .....                        | 18-20                         | 18-22                         | 18-22                         | 18-22                         | 18-22                         | 18-22                        | 18-22                        |



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Kinds of wool.

|                                                                       | January.                                                   | Feb-<br>ruary.                                             | March.                                                     | April.                                                     | May.                                                       | June.                                                      | July.                                                      | August.                                                    | Septem-<br>ber.                                            | October.                                                   | Novem-<br>ber.                                             | Decem-<br>ber.                                             |
|-----------------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|
| <b>OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE,<br/>WASHED.</b>      | <i>Cents.</i><br>31-33<br>30-31<br>35-36<br>33-35<br>28-32 | <i>Cents.</i><br>31-33<br>29-30<br>34-36<br>33-35<br>28-32 | <i>Cents.</i><br>31-33<br>29-30<br>34-36<br>33-35<br>28-32 | <i>Cents.</i><br>31-33<br>29-30<br>34-36<br>33-35<br>28-32 | <i>Cents.</i><br>30-32<br>28-29<br>34-36<br>33-35<br>28-32 | <i>Cents.</i><br>29-31<br>28-29<br>32-35<br>31-34<br>28-30 | <i>Cents.</i><br>29-31<br>28-29<br>32-35<br>31-34<br>28-30 | <i>Cents.</i><br>28-31<br>27-28<br>32-34<br>31-33<br>28-30 | <i>Cents.</i><br>30-33<br>29-30<br>33-35<br>33-34<br>28-30 | <i>Cents.</i><br>31-33<br>30-31<br>34-35<br>33-34<br>28-30 | <i>Cents.</i><br>32-34<br>31-32<br>35-36<br>33-35<br>29-31 | <i>Cents.</i><br>34-36<br>32-34<br>37-39<br>36-38<br>32-33 |
| <b>XX and above.....</b>                                              | 31-33                                                      | 31-33                                                      | 31-33                                                      | 31-33                                                      | 30-32                                                      | 29-31                                                      | 29-31                                                      | 28-31                                                      | 30-33                                                      | 31-33                                                      | 32-34                                                      | 34-36                                                      |
| <b>X.....</b>                                                         | 30-31                                                      | 29-30                                                      | 29-30                                                      | 29-30                                                      | 28-29                                                      | 28-29                                                      | 28-29                                                      | 27-28                                                      | 29-30                                                      | 30-31                                                      | 31-32                                                      | 32-34                                                      |
| <b>Half blood.....</b>                                                | 35-36                                                      | 34-35                                                      | 34-36                                                      | 34-36                                                      | 34-36                                                      | 32-35                                                      | 32-35                                                      | 32-34                                                      | 33-35                                                      | 34-35                                                      | 35-36                                                      | 37-39                                                      |
| <b>Quarter blood.....</b>                                             | 33-35                                                      | 33-35                                                      | 33-35                                                      | 33-35                                                      | 33-35                                                      | 31-34                                                      | 31-34                                                      | 31-33                                                      | 33-34                                                      | 33-34                                                      | 33-35                                                      | 36-38                                                      |
| <b>Common and cotted.....</b>                                         | 28-32                                                      | 28-32                                                      | 28-32                                                      | 28-32                                                      | 28-32                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 29-31                                                      | 32-33                                                      |
| <b>NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN<br/>FLEECE, WASHED.</b> |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <b>XX.....</b>                                                        | 29-30                                                      | 29-30                                                      | 29-30                                                      | 29-30                                                      | 27-29                                                      | 27-29                                                      | 27-29                                                      | 27-29                                                      | 29-31                                                      | 29-31                                                      | 30-31                                                      | 32-33                                                      |
| <b>X.....</b>                                                         | 28-30                                                      | 27-29                                                      | 27-29                                                      | 27-29                                                      | 26-27                                                      | 25-27                                                      | 25-27                                                      | 26-27                                                      | 27-29                                                      | 27-29                                                      | 28-30                                                      | 30-32                                                      |
| <b>Half blood.....</b>                                                | 33-35                                                      | 33-34                                                      | 34-35                                                      | 34-35                                                      | 33-35                                                      | 31-34                                                      | 31-34                                                      | 32-33                                                      | 33-34                                                      | 33-34                                                      | 34-35                                                      | 37-38                                                      |
| <b>Quarter blood.....</b>                                             | 33-34                                                      | 33-34                                                      | 33-34                                                      | 33-34                                                      | 33-34                                                      | 30-33                                                      | 30-33                                                      | 30-32                                                      | 32-33                                                      | 32-33                                                      | 33-34                                                      | 35-37                                                      |
| <b>Common and cotted.....</b>                                         | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 28-30                                                      | 30-32                                                      |
| <b>COMBING AND DELAINE FLEECE.</b>                                    |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <b>Washed fine delaine.....</b>                                       | 33-35                                                      | 32-35                                                      | 32-35                                                      | 32-35                                                      | 31-33                                                      | 31-33                                                      | 31-33                                                      | 30-32                                                      | 31-33                                                      | 32-35                                                      | 33-35                                                      | 36-37                                                      |
| <b>Washed medium.....</b>                                             | 36-38                                                      | 36-38                                                      | 36-38                                                      | 36-38                                                      | 35-37                                                      | 34-36                                                      | 34-36                                                      | 33-35                                                      | 35-37                                                      | 35-38                                                      | 37-39                                                      | 39-42                                                      |
| <b>Washed low.....</b>                                                | 35-36                                                      | 35-36                                                      | 35-36                                                      | 35-36                                                      | 35-36                                                      | 32-35                                                      | 32-35                                                      | 32-33                                                      | 33-34                                                      | 33-35                                                      | 34-36                                                      | 38-39                                                      |
| <b>Washed coarse.....</b>                                             | 32-35                                                      | 32-35                                                      | 32-35                                                      | 32-35                                                      | 30-33                                                      | 30-33                                                      | 30-33                                                      | 30-32                                                      | 30-32                                                      | 30-32                                                      | 31-33                                                      | 33-35                                                      |
| <b>Unwashed, medium.....</b>                                          | 27-29                                                      | 26-29                                                      | 26-29                                                      | 26-29                                                      | 26-28                                                      | 25-28                                                      | 25-28                                                      | 25-26                                                      | 26-28                                                      | 27-28                                                      | 27-30                                                      | 30-32                                                      |
| <b>Unwashed, low and coarse.....</b>                                  | 25-27                                                      | 24-26                                                      | 24-26                                                      | 24-26                                                      | 23-25                                                      | 23-25                                                      | 23-25                                                      | 22-25                                                      | 24-26                                                      | 25-27                                                      | 25-27                                                      | 28-30                                                      |
| <b>Canada.....</b>                                                    | 33-35                                                      | 33-35                                                      | 33-35                                                      | 33-35                                                      | 30-35                                                      | 30-35                                                      | 30-35                                                      | 30-35                                                      | 30-35                                                      | 30-35                                                      | 30-35                                                      | 30-35                                                      |
| <b>UNWASHED.</b>                                                      |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <b>Light and bright.</b>                                              |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <b>Fine.....</b>                                                      | 20-21                                                      | 19-21                                                      | 19-21                                                      | 19-21                                                      | 18-20                                                      | 18-20                                                      | 17-20                                                      | 17-20                                                      | 19-21                                                      | 19-22                                                      | 19-22                                                      | 22-24                                                      |
| <b>Medium.....</b>                                                    | 26-28                                                      | 26-28                                                      | 26-28                                                      | 26-27                                                      | 25-27                                                      | 24-27                                                      | 24-27                                                      | 24-26                                                      | 25-26                                                      | 25-27                                                      | 25-27                                                      | 28-30                                                      |
| <b>Low medium.....</b>                                                | 25-27                                                      | 25-27                                                      | 25-27                                                      | 25-27                                                      | 25-27                                                      | 23-25                                                      | 23-25                                                      | 23-24                                                      | 24-25                                                      | 24-25                                                      | 24-25                                                      | 27-28                                                      |
| <b>Coarse or burry.....</b>                                           | 20-23                                                      | 20-23                                                      | 20-23                                                      | 20-23                                                      | 20-23                                                      | 20-23                                                      | 20-23                                                      | 18-22                                                      | 18-22                                                      | 18-22                                                      | 18-22                                                      | 22-24                                                      |
| <b>Kansas, Nebraska, Western Iowa, and Dakota<br/>(dark colored).</b> |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <b>Heavy fine.....</b>                                                | 13-15                                                      | 13-15                                                      | 13-15                                                      | 13-15                                                      | 12-14                                                      | 12-14                                                      | 12-14                                                      | 12-14                                                      | 14-16                                                      | 14-16                                                      | 14-16                                                      | 15-12                                                      |
| <b>Light fine.....</b>                                                | 15-18                                                      | 15-18                                                      | 15-18                                                      | 15-18                                                      | 14-16                                                      | 14-16                                                      | 15-17                                                      | 15-17                                                      | 16-20                                                      | 16-20                                                      | 16-20                                                      | 18-29                                                      |
| <b>Fine medium.....</b>                                               | 18-20                                                      | 17-20                                                      | 17-20                                                      | 16-18                                                      | 15-17                                                      | 15-17                                                      | 15-17                                                      | 15-17                                                      | 17-19                                                      | 17-19                                                      | 17-19                                                      | 17-13                                                      |
| <b>Medium.....</b>                                                    | 20-22                                                      | 17-21                                                      | 17-21                                                      | 17-20                                                      | 16-18                                                      | 16-18                                                      | 16-20                                                      | 16-20                                                      | 20-22                                                      | 20-23                                                      | 20-23                                                      | 20-28                                                      |
| <b>Low.....</b>                                                       | 17-20                                                      | 15-17                                                      | 15-17                                                      | 15-17                                                      | 15-16                                                      | 15-16                                                      | 15-16                                                      | 15-16                                                      | 17-18                                                      | 17-18                                                      | 17-18                                                      | 17-17                                                      |
| <b>COLORADO.</b>                                                      |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <b>Medium and fine, choice.....</b>                                   | 22-23                                                      | 21-23                                                      | 20-22                                                      | 20-22                                                      | 20-22                                                      | 20-22                                                      | 20-23                                                      | 20-23                                                      | 20-25                                                      | 20-25                                                      | 21-25                                                      | 23-26                                                      |
| <b>Medium and fine, average.....</b>                                  | 20-22                                                      | 19-21                                                      | 19-20                                                      | 19-20                                                      | 18-20                                                      | 18-20                                                      | 18-20                                                      | 18-20                                                      | 18-20                                                      | 18-20                                                      | 20-21                                                      | 20-23                                                      |
| <b>Common and quarter blood.....</b>                                  | 18-20                                                      | 17-19                                                      | 17-19                                                      | 17-19                                                      | 16-18                                                      | 16-18                                                      | 16-18                                                      | 16-18                                                      | 17-18                                                      | 17-18                                                      | 18-20                                                      | 18-22                                                      |
| <b>Coarse, carpet.....</b>                                            | 15-16                                                      | 14-16                                                      | 14-16                                                      | 14-16                                                      | 14-16                                                      | 14-16                                                      | 14-16                                                      | 14-16                                                      | 15-16                                                      | 15-16                                                      | 15-16                                                      | 16-18                                                      |

WOOL.

1461







## Kinds of wool.

|                                                                       | January.                                                   | Feb-<br>ruary.                                             | March.                                                     | April.                                                     | May.                                                       | June.                                                      | July.                                                      | August.                                                    | Septem-<br>ber.                                            | October.                                                   | Novem-<br>ber.                                             | Decem-<br>ber.                                             |
|-----------------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|
| <b>OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE,<br/>WASHED.</b>      | <i>Cents.</i><br>34-36<br>32-34<br>38-39<br>36-38<br>32-34 | <i>Cents.</i><br>33-36<br>32-33<br>38-39<br>36-38<br>32-34 | <i>Cents.</i><br>33-36<br>32-33<br>37-39<br>36-37<br>32-34 | <i>Cents.</i><br>33-36<br>32-33<br>37-38<br>36-37<br>30-33 | <i>Cents.</i><br>33-35<br>31-32<br>35-37<br>34-36<br>30-32 | <i>Cents.</i><br>33-35<br>31-33<br>36-38<br>35-36<br>30-32 | <i>Cents.</i><br>34-37<br>33-34<br>38-40<br>37-38<br>30-33 | <i>Cents.</i><br>34-36<br>33-34<br>38-40<br>36-38<br>32-34 | <i>Cents.</i><br>33-35<br>32-33<br>37-39<br>36-37<br>32-33 | <i>Cents.</i><br>33-35<br>31-32<br>37-38<br>35-36<br>30-32 | <i>Cents.</i><br>32-35<br>31-32<br>37-38<br>35-36<br>28-30 | <i>Cents.</i><br>32-35<br>31-32<br>37-38<br>35-36<br>28-30 |
| <b>NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN<br/>FLEECE, WASHED.</b> | 32-33<br>30-32<br>37-38<br>35-37<br>30-33                  | 32-33<br>30-32<br>37-38<br>35-37<br>30-33                  | 32-33<br>30-32<br>36-38<br>35-37<br>30-33                  | 31-33<br>30-31<br>36-37<br>35-36<br>30-32                  | 30-32<br>30-31<br>34-35<br>33-35<br>30-32                  | 30-32<br>30-31<br>35-36<br>34-35<br>30-32                  | 32-34<br>31-32<br>37-39<br>36-37<br>30-33                  | 33-34<br>31-33<br>37-39<br>35-37<br>30-33                  | 32-33<br>30-32<br>36-38<br>35-36<br>30-32                  | 31-32<br>30-31<br>36-37<br>35-36<br>30-32                  | 30-32<br>28-30<br>36-37<br>35-36<br>28-30                  | 30-31<br>28-30<br>36-37<br>35-36<br>28-30                  |
| <b>COMBING AND DELAINE FLEECE.</b>                                    | 36-37<br>39-42<br>38-39<br>33-35<br>30-33<br>28-30         | 36-37<br>39-42<br>38-39<br>33-35<br>30-33<br>28-30         | 36-37<br>39-40<br>37-39<br>33-35<br>30-33<br>28-30         | 35-37<br>38-40<br>37-38<br>33-34<br>29-32<br>26-28         | 34-36<br>37-38<br>36-37<br>33-34<br>28-30<br>25-28         | 34-37<br>37-39<br>36-37<br>33-34<br>28-32<br>26-28         | 36-38<br>38-41<br>37-38<br>33-36<br>30-33<br>27-29         | 35-37<br>39-41<br>37-38<br>33-36<br>30-33<br>27-29         | 34-37<br>38-40<br>36-38<br>33-35<br>30-32<br>26-28         | 34-37<br>38-40<br>36-38<br>33-35<br>28-30<br>26-28         | 33-36<br>38-40<br>36-38<br>32-34<br>28-30<br>25-27         | 33-36<br>38-40<br>36-38<br>32-34<br>28-30<br>25-27         |
| <b>UNWASHED.</b>                                                      |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <i>Light and bright.</i>                                              |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <i>Fine</i> .....                                                     | 22-24                                                      | 22-25                                                      | 21-24                                                      | 20-23                                                      | 20-23                                                      | 21-23                                                      | 23-25                                                      | 23-25                                                      | 22-24                                                      | 21-23                                                      | 21-23                                                      | 20-22                                                      |
| <i>Medium</i> .....                                                   | 28-30                                                      | 28-30                                                      | 27-30                                                      | 27-29                                                      | 26-28                                                      | 26-30                                                      | 29-32                                                      | 29-32                                                      | 28-30                                                      | 27-29                                                      | 27-29                                                      | 26-29                                                      |
| <i>Low medium</i> .....                                               | 27-28                                                      | 27-28                                                      | 26-27                                                      | 25-27                                                      | 25-27                                                      | 25-27                                                      | 28-29                                                      | 28-29                                                      | 26-28                                                      | 25-27                                                      | 25-27                                                      | 25-27                                                      |
| <i>Coarse or burry</i> .....                                          | 22-24                                                      | 22-24                                                      | 22-24                                                      | 20-23                                                      | 20-23                                                      | 20-23                                                      | 22-25                                                      | 22-25                                                      | 20-25                                                      | 20-25                                                      | 20-25                                                      | 20-25                                                      |
| <i>Dark colored.</i>                                                  |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <i>Heavy fine</i> .....                                               | 15-17                                                      | 15-17                                                      | 15-17                                                      | 14-16                                                      | 14-16                                                      | 15-16                                                      | 16-19                                                      | 16-19                                                      | 15-18                                                      | 15-17                                                      | 14-16                                                      | 14-16                                                      |
| <i>Light fine</i> .....                                               | 17-20                                                      | 17-20                                                      | 17-20                                                      | 17-20                                                      | 17-20                                                      | 18-21                                                      | 20-22                                                      | 20-22                                                      | 18-21                                                      | 18-21                                                      | 17-20                                                      | 17-20                                                      |
| <i>Fine medium</i> .....                                              | 17-19                                                      | 17-19                                                      | 17-19                                                      | 16-19                                                      | 16-19                                                      | 17-20                                                      | 20-23                                                      | 20-23                                                      | 20-23                                                      | 20-22                                                      | 18-20                                                      | 18-20                                                      |
| <i>Medium</i> .....                                                   | 20-23                                                      | 20-23                                                      | 20-23                                                      | 20-23                                                      | 20-22                                                      | 22-24                                                      | 23-26                                                      | 22-25                                                      | 22-25                                                      | 22-24                                                      | 20-22                                                      | 20-22                                                      |
| <i>Coarse</i> .....                                                   | 17-18                                                      | 17-18                                                      | 17-18                                                      | 16-18                                                      | 16-18                                                      | 16-18                                                      | 18-22                                                      | 18-22                                                      | 18-22                                                      | 18-20                                                      | 16-18                                                      | 16-18                                                      |
| <b>COLORADO.</b>                                                      |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |                                                            |
| <i>Medium and fine, choice</i> .....                                  | 23-26                                                      | 23-26                                                      | 22-25                                                      | 22-25                                                      | 22-25                                                      | 23-26                                                      | 24-27                                                      | 25-26                                                      | 24-26                                                      | 24-26                                                      | 22-25                                                      | 22-25                                                      |
| <i>Medium and fine, heavy</i> .....                                   | 20-23                                                      | 20-22                                                      | 20-22                                                      | 20-22                                                      | 20-22                                                      | 17-21                                                      | 18-22                                                      | 18-22                                                      | 17-21                                                      | 17-21                                                      | 16-21                                                      | 16-21                                                      |
| <i>Common and quarter blood</i> .....                                 | 18-22                                                      | 18-21                                                      | 18-21                                                      | 18-21                                                      | 18-20                                                      | 18-21                                                      | 19-22                                                      | 19-22                                                      | 19-22                                                      | 19-22                                                      | 19-20                                                      | 19-20                                                      |
| <i>Coarse, carpet</i> .....                                           | 16-18                                                      | 16-18                                                      | 16-18                                                      | 16-18                                                      | 16-18                                                      | 17-18                                                      | 17-18                                                      | 17-18                                                      | 17-18                                                      | 17-18                                                      | 16-17                                                      | 16-17                                                      |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

1889

| Kinds of wool.                              | January.                     | Feb-<br>ru ary.              | March.                       | April.                       | May.                         | June.           | July.           | August.         | Septem-<br>ber. | October.        | Novem-<br>ber.  | Decem-<br>ber.  |
|---------------------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>NEW MEXICAN.</b>                         |                              |                              |                              |                              |                              |                 |                 |                 |                 |                 |                 |                 |
| Choice, improved.....                       | Cents.<br>Fall clip<br>22-25 | Cents.<br>Fall clip<br>22-25 | Cents.<br>Fall clip<br>22-24 | Cents.<br>Fall clip<br>22-25 | Cents.<br>Fall clip<br>22-24 | Cents.<br>23-25 | Cents.<br>24-26 | Cents.<br>23-26 | Cents.<br>23-25 | Cents.<br>22-24 | Cents.<br>21-24 | Cents.<br>21-24 |
| Partly improved.....                        | 19-22                        | 18-21                        | 18-21                        | 19-22                        | 19-21                        | 20-22           | 21-23           | 22-23           | 20-23           | 23-26           | 18-20           | 18-20           |
| Coarse, carpet, light.....                  | 17-18                        | 16-17                        | 16-17                        | 16-18                        | 16-17                        | 16-18           | 17-18           | 17-18           | 17-18           | 18-20           | 16-17           | 16-17           |
| Coarse, carpet, heavy or sandy.....         | 15-17                        | 15-16                        | 15-16                        | 15-16                        | 15-16                        | 15-16           | 15-17           | 15-17           | 15-17           | 14-16           | 14-16           | 14-16           |
| Black.....                                  | 16-17                        | 16-17                        | 16-17                        | 16-17                        | 16-17                        | 16-17           | 16-18           | 16-18           | 16-18           | 15-17           | 15-17           | 15-17           |
| <b>TEXAS.</b>                               |                              |                              |                              |                              |                              |                 |                 |                 |                 |                 |                 |                 |
| Fine, 12 months.....                        | Fall clip<br>20-22           | Fall clip<br>20-22           | Fall clip<br>20-22           | Fall clip<br>20-22           | Fall clip<br>18-20           | 18-22           | 20-24           | 22-25           | 22-24           | 20-23           | 20-23           | 20-23           |
| Medium, 12 months.....                      | 23-26                        | 23-26                        | 23-26                        | 23-26                        | 22-25                        | 24-27           | 24-28           | 24-28           | 24-27           | 23-26           | 23-26           | 23-26           |
| Coarse, 12 months.....                      | 15-18                        | 15-18                        | 15-18                        | 15-18                        | 15-18                        | 18-20           | 18-22           | 18-22           | 18-22           | 18-20           | 18-20           | 18-20           |
| Fine, 6 and 8 months.....                   | 13-17                        | 13-17                        | 13-17                        | 13-17                        | 13-17                        | 16-20           | 18-23           | 18-23           | 18-23           | 18-20           | 18-20           | 18-20           |
| Medium, 6 and 8 months.....                 | 19-23                        | 19-23                        | 19-23                        | 20-24                        | 20-22                        | 21-24           | 22-25           | 22-25           | 22-25           | 20-22           | 20-22           | 20-22           |
| Coarse, 6 and 8 months.....                 | 14-16                        | 14-16                        | 14-16                        | 14-16                        | 14-16                        | 15-17           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           |
| <b>MONTANA.</b>                             |                              |                              |                              |                              |                              |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, fine, bright.....                 | 20-23                        | 20-23                        | 20-23                        | 18-22                        | 18-22                        | 18-22           | 20-24           | 20-24           | 20-23           | 19-22           | 19-22           | 19-22           |
| Unwashed, medium, bright.....               | 23-26                        | 23-26                        | 23-26                        | 23-26                        | 23-25                        | 24-27           | 24-28           | 24-28           | 24-26           | 22-24           | 22-24           | 22-24           |
| Unwashed, coarse, bright.....               | 18-22                        | 18-22                        | 18-22                        | 18-22                        | 18-22                        | 18-22           | 20-22           | 20-22           | 20-22           | 18-20           | 18-20           | 18-20           |
| Unwashed, dark colored, heavy or short..... | 17-20                        | 17-20                        | 17-20                        | 17-20                        | 17-20                        | 17-20           | 17-22           | 17-22           | 17-22           | 16-20           | 16-20           | 16-20           |
| <b>UTAH AND WYOMING.</b>                    |                              |                              |                              |                              |                              |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, light, fine.....                  | 15-18                        | 15-18                        | 15-18                        | 15-18                        | 15-18                        | 19-21           | 19-22           | 19-22           | 18-21           | 18-21           | 18-21           | 18-21           |
| Unwashed, heavy, fine.....                  | 18-20                        | 18-20                        | 18-20                        | 18-20                        | 18-20                        | 16-18           | 16-19           | 16-19           | 15-18           | 15-18           | 15-18           | 15-18           |
| Unwashed, fine medium.....                  | 20-21                        | 20-21                        | 20-21                        | 20-21                        | 20-21                        | 20-21           | 20-24           | 20-24           | 20-22           | 20-22           | 20-22           | 20-22           |
| Unwashed, selected medium.....              | 22-24                        | 22-24                        | 22-24                        | 22-24                        | 22-24                        | 24-26           | 24-27           | 24-26           | 23-25           | 23-25           | 22-24           | 22-24           |
| Unwashed, low.....                          | 20-21                        | 20-21                        | 20-21                        | 20-21                        | 20-21                        | 20-22           | 20-22           | 20-22           | 20-22           | 20-22           | 20-22           | 20-22           |
| <b>TUB WASHED.</b>                          |                              |                              |                              |                              |                              |                 |                 |                 |                 |                 |                 |                 |
| Choice selected.....                        | 38-42                        | 38-42                        | 38-42                        | 38-42                        | 38-40                        | 38-40           | 38-40           | 38-40           | 38-40           | 38-40           | 38-40           | 38-40           |
| Fair, ordinary.....                         | 36-38                        | 36-38                        | 36-38                        | 36-38                        | 36-38                        | 36-38           | 36-38           | 36-38           | 36-38           | 36-38           | 36-38           | 36-38           |
| Coarse.....                                 | 33-36                        | 33-36                        | 33-36                        | 33-36                        | 33-36                        | 33-36           | 33-36           | 33-36           | 33-36           | 33-36           | 33-36           | 33-36           |
| <b>PULLED.</b>                              |                              |                              |                              |                              |                              |                 |                 |                 |                 |                 |                 |                 |
| City Merino.....                            | 28-30                        | 28-32                        | 28-32                        | 28-32                        | 28-30                        | 28-30           | 28-32           | 28-32           | 28-32           | 27-30           | 27-30           | 27-30           |
| City super and lambs.....                   | 32-34                        | 32-34                        | 32-34                        | 32-35                        | 32-35                        | 32-35           | 33-37           | 33-37           | 32-35           | 32-34           | 32-34           | 32-34           |
| Western super and lambs.....                | 26-31                        | 26-31                        | 26-31                        | 26-31                        | 26-30                        | 26-30           | 28-33           | 28-33           | 26-32           | 26-30           | 26-30           | 26-30           |
| Short Merino and shearlings.....            | 20-25                        | 20-25                        | 20-25                        | 22-28                        | 22-28                        | 22-28           | 24-28           | 18-25           | 18-25           | 18-25           | 18-25           | 18-25           |



| Kinds of wool.                                               | 1890            |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
|--------------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|                                                              | January.        | Febru-<br>ary.  | March.          | April.          | May.            | June.           | July.           | August.         | Septem-<br>ber. | October.        | Novem-<br>ber.  | Decem-<br>ber.  |
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE<br>WASHED.      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| XX and above.....                                            | Cents.<br>32-35 | Cents.<br>32-35 | Cents.<br>32-35 | Cents.<br>33-34 | Cents.<br>32-34 | Cents.<br>33-35 | Cents.<br>33-35 | Cents.<br>32-33 | Cents.<br>32-33 | Cents.<br>32-34 | Cents.<br>33-35 | Cents.<br>32-35 |
| X.....                                                       | 31-32           | 31-32           | 31-32           | 31-32           | 31-32           | 31-33           | 31-33           | 30-32           | 30-32           | 31-32           | 32-33           | 31-32           |
| Medium.....                                                  | 37-38           | 37-38           | 37-38           | 37-38           | 36-38           | 37-39           | 37-39           | 36-37           | 36-37           | 36-38           | 37-39           | 37-39           |
| Quarter blood.....                                           | 35-36           | 35-36           | 35-36           | 35-36           | 34-35           | 35-36           | 36-37           | 34-35           | 34-35           | 35-36           | 36-38           | 36-38           |
| Common and cotted.....                                       | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 30-32           | 32-34           | 30-33           |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN<br>FLEECE WASHED. |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| XX.....                                                      | 30-31           | 30-31           | 30-31           | 30-31           | 30-31           | 30-32           | 30-32           | 29-30           | 29-30           | 29-30           | 30-31           | 30-31           |
| X.....                                                       | 28-30           | 28-30           | 28-30           | 28-30           | 28-29           | 29-30           | 29-30           | 28-30           | 28-30           | 28-30           | 29-30           | 29-30           |
| Medium.....                                                  | 36-37           | 36-37           | 36-37           | 36-37           | 35-37           | 36-37           | 36-38           | 35-36           | 35-36           | 35-37           | 37-38           | 37-38           |
| Quarter blood.....                                           | 35-36           | 35-36           | 35-36           | 35-36           | 34-35           | 34-35           | 35-36           | 33-35           | 33-35           | 34-35           | 36-37           | 36-37           |
| Common and cotted.....                                       | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 30-32           | 30-33           | 30-33           |
| COMBING AND DELAINE FLEECE.                                  |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Washed, fine delaine.....                                    | 33-36           | 33-36           | 33-36           | 33-36           | 33-36           | 35-37           | 35-37           | 33-36           | 33-36           | 34-36           | 35-38           | 35-37           |
| Washed, medium.....                                          | 38-40           | 38-40           | 38-40           | 38-40           | 38-40           | 38-41           | 38-41           | 38-39           | 38-39           | 38-40           | 40-43           | 40-42           |
| Washed, low.....                                             | 36-38           | 36-38           | 36-38           | 36-38           | 36-38           | 36-38           | 36-38           | 35-36           | 35-36           | 36-37           | 37-39           | 37-38           |
| Washed, coarse.....                                          | 32-34           | 32-34           | 32-33           | 32-33           | 32-33           | 32-33           | 32-33           | 30-33           | 30-33           | 32-34           | 34-36           | 34-36           |
| Unwashed, medium.....                                        | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 29-32           | 30-32           | 28-30           | 28-30           | 28-30           | 30-33           | 30-32           |
| Unwashed, low and coarse.....                                | 25-27           | 25-27           | 25-27           | 25-27           | 25-27           | 25-27           | 25-27           | 25-26           | 25-26           | 25-26           | 26-29           | 26-28           |
| Unwashed braid.....                                          | .....           | .....           | .....           | .....           | .....           | .....           | .....           | .....           | .....           | .....           | 23-25           | 23-25           |
| UNWASHED.                                                    |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Light and bright.                                            |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Fine.....                                                    | 20-22           | 20-22           | 20-22           | 20-22           | 19-21           | 20-24           | 20-23           | 19-22           | 19-22           | 20-22           | 21-23           | 20-22           |
| Medium.....                                                  | 26-29           | 26-29           | 26-29           | 26-29           | 26-28           | 27-29           | 27-30           | 26-28           | 26-28           | 27-28           | 28-30           | 27-29           |
| Low medium.....                                              | 25-27           | 25-27           | 25-27           | 25-27           | 25-26           | 25-27           | 25-27           | 24-26           | 24-26           | 24-26           | 26-28           | 25-27           |
| Coarse or burry.....                                         | 20-25           | 20-25           | 20-25           | 20-25           | 20-23           | 20-23           | 20-23           | 20-22           | 20-22           | 20-22           | 20-24           | 20-23           |
| Dark colored.                                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Light fine.....                                              | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 17-20           | 17-20           | 16-18           | 16-18           | 16-18           | 18-19           | 17-19           |
| Heavy fine.....                                              | 17-20           | 17-20           | 17-20           | 17-20           | 17-19           | 14-16           | 14-16           | 13-15           | 13-15           | 13-15           | 15-17           | 14-16           |







## Kinds of wool.

|                                                                      | January.                                                                     | Febru-<br>ary.                                                               | March.                                                                       | April.                                                                       | May.                                                                         | June.                                                                        | July.                                                                        | August.                                                                      | Septem-<br>ber.                                                              | October.                                                                     | Novem-<br>ber.                                                               | Decem-<br>ber.                                                               |
|----------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|
| <b>OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE<br/>WASHED.</b>      | <i>Cents.</i><br>32-34<br>31-32<br>37-38<br>36-37<br>30-33                   | <i>Cents.</i><br>32-34<br>30-32<br>37-38<br>36-37<br>30-33                   | <i>Cents.</i><br>32-34<br>30-32<br>37-38<br>36-37<br>30-33                   | <i>Cents.</i><br>32-34<br>30-32<br>37-38<br>36-37<br>30-33                   | <i>Cents.</i><br>32-34<br>30-32<br>37-38<br>36-37<br>30-33                   | <i>Cents.</i><br>32-34<br>30-32<br>37-38<br>35-37<br>30-33                   | <i>Cents.</i><br>31-33<br>29-31<br>36-37<br>34-35<br>28-31                   | <i>Cents.</i><br>30-32<br>29-30<br>35-36<br>33-34<br>28-29                   | <i>Cents.</i><br>30-32<br>29-30<br>35-36<br>33-34<br>29-31                   | <i>Cents.</i><br>30-32<br>29-30<br>35-36<br>33-34<br>30-32                   | <i>Cents.</i><br>30-32<br>29-30<br>35-36<br>34-35<br>30-32                   | <i>Cents.</i><br>30-32<br>28-30<br>34-35<br>33-34<br>30-31                   |
| <b>NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN<br/>FLEECE WASHED.</b> | <i>Cents.</i><br>29-30<br>28-29<br>36-38<br>35-36<br>30-32                   | <i>Cents.</i><br>29-30<br>28-29<br>36-38<br>35-36<br>30-32                   | <i>Cents.</i><br>29-30<br>28-29<br>36-38<br>35-36<br>30-32                   | <i>Cents.</i><br>29-30<br>28-29<br>36-38<br>35-36<br>30-32                   | <i>Cents.</i><br>29-30<br>28-29<br>36-38<br>35-36<br>30-32                   | <i>Cents.</i><br>29-31<br>28-30<br>36-37<br>35-36<br>30-32                   | <i>Cents.</i><br>29-30<br>27-29<br>35-36<br>33-35<br>28-30                   | <i>Cents.</i><br>28-29<br>27-28<br>34-35<br>32-34<br>27-29                   | <i>Cents.</i><br>28-29<br>27-28<br>34-35<br>32-34<br>28-30                   | <i>Cents.</i><br>28-29<br>27-28<br>34-35<br>32-34<br>29-31                   | <i>Cents.</i><br>28-30<br>27-28<br>34-35<br>33-34<br>30-31                   | <i>Cents.</i><br>28-30<br>27-28<br>34-35<br>33-34<br>30-31                   |
| <b>COMBING AND DELAINE FLEECE.</b>                                   | <i>Cents.</i><br>34-37<br>39-41<br>36-38<br>34-35<br>30-32<br>26-28<br>22-24 | <i>Cents.</i><br>34-37<br>40-42<br>36-38<br>34-35<br>30-32<br>26-28<br>22-24 | <i>Cents.</i><br>35-37<br>40-42<br>37-38<br>34-35<br>30-32<br>26-28<br>22-24 | <i>Cents.</i><br>35-37<br>40-42<br>37-38<br>34-35<br>30-32<br>26-28<br>22-24 | <i>Cents.</i><br>35-37<br>40-42<br>37-38<br>34-35<br>30-32<br>26-28<br>22-24 | <i>Cents.</i><br>35-37<br>38-40<br>36-38<br>33-35<br>30-32<br>26-28<br>22-24 | <i>Cents.</i><br>34-36<br>38-39<br>35-37<br>32-35<br>30-31<br>25-27<br>21-23 | <i>Cents.</i><br>33-35<br>37-39<br>35-36<br>32-35<br>29-30<br>25-26<br>21-23 | <i>Cents.</i><br>33-35<br>37-39<br>35-36<br>32-35<br>29-30<br>25-26<br>21-23 | <i>Cents.</i><br>33-35<br>37-39<br>35-36<br>32-35<br>29-30<br>25-26<br>21-23 | <i>Cents.</i><br>33-35<br>37-39<br>35-36<br>32-35<br>29-30<br>25-26<br>21-23 | <i>Cents.</i><br>33-35<br>37-39<br>34-36<br>32-34<br>28-30<br>25-26<br>22-23 |
| <b>UNWASHED.</b>                                                     |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |
| <i>Light and bright.</i>                                             |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |
| <i>Fine</i> .....                                                    | 20-22                                                                        | 20-22                                                                        | 20-22                                                                        | 20-22                                                                        | 20-22                                                                        | 20-22                                                                        | 19-21                                                                        | 19-21                                                                        | 19-22                                                                        | 19-22                                                                        | 19-22                                                                        | 19-21                                                                        |
| <i>Medium</i> .....                                                  | 27-29                                                                        | 27-29                                                                        | 27-29                                                                        | 27-29                                                                        | 27-29                                                                        | 28-30                                                                        | 26-29                                                                        | 25-27                                                                        | 25-27                                                                        | 25-27                                                                        | 26-28                                                                        | 26-28                                                                        |
| <i>Low medium</i> .....                                              | 25-27                                                                        | 25-27                                                                        | 25-27                                                                        | 25-27                                                                        | 25-27                                                                        | 25-27                                                                        | 24-26                                                                        | 23-25                                                                        | 23-25                                                                        | 23-25                                                                        | 24-26                                                                        | 24-26                                                                        |
| <i>Coarse or burry</i> .....                                         | 20-23                                                                        | 20-23                                                                        | 20-23                                                                        | 20-23                                                                        | 20-23                                                                        | 20-23                                                                        | 18-22                                                                        | 18-21                                                                        | 18-21                                                                        | 18-21                                                                        | 18-21                                                                        | 18-21                                                                        |
| <i>Dark colored.</i>                                                 |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |
| <i>Light fine</i> .....                                              | 17-19                                                                        | 17-19                                                                        | 17-19                                                                        | 17-19                                                                        | 17-19                                                                        | 17-19                                                                        | 16-18                                                                        | 16-18                                                                        | 16-18                                                                        | 16-18                                                                        | 16-18                                                                        | 16-18                                                                        |
| <i>Heavy fine</i> .....                                              | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-16                                                                        | 14-15                                                                        |
| <i>Medium</i> .....                                                  | 21-23                                                                        | 21-23                                                                        | 21-23                                                                        | 21-23                                                                        | 21-23                                                                        | 20-23                                                                        | 20-22                                                                        | 20-22                                                                        | 20-22                                                                        | 20-22                                                                        | 20-22                                                                        | 19-21                                                                        |
| <i>Fine medium</i> .....                                             | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 17-19                                                                        | 17-19                                                                        | 17-19                                                                        | 17-19                                                                        | 17-19                                                                        | 17-18                                                                        |
| <i>Coarse</i> .....                                                  | 18-22                                                                        | 18-22                                                                        | 18-22                                                                        | 18-22                                                                        | 18-22                                                                        | 18-22                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 72-10                                                                        |
| <b>COLORADO.</b>                                                     |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |                                                                              |
| <i>Medium and fine, choice</i> .....                                 | 22-25                                                                        | 22-25                                                                        | 22-25                                                                        | 22-25                                                                        | 22-25                                                                        | 22-25                                                                        | 22-24                                                                        | 22-24                                                                        | 22-25                                                                        | 22-25                                                                        | 22-25                                                                        | 21-24                                                                        |
| <i>Medium and fine, heavy</i> .....                                  | 16-20                                                                        | 16-20                                                                        | 16-18                                                                        | 16-18                                                                        | 16-18                                                                        | 16-18                                                                        | 15-18                                                                        | 15-18                                                                        | 15-18                                                                        | 15-18                                                                        | 15-18                                                                        | 15-18                                                                        |
| <i>Common and quarter blood</i> .....                                | 20-21                                                                        | 20-21                                                                        | 20-21                                                                        | 20-21                                                                        | 20-21                                                                        | 19-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        | 18-20                                                                        |
| <i>Coarse, carpet</i> .....                                          | 17-19                                                                        | 17-19                                                                        | 17-18                                                                        | 17-18                                                                        | 17-18                                                                        | 17-18                                                                        | 16-17                                                                        | 16-17                                                                        | 16-17                                                                        | 16-17                                                                        | 16-17                                                                        | 16-17                                                                        |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

| Kinds of wool.                              | 1891            |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
|---------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|                                             | January.        | Febru-<br>ary.  | March.          | April.          | May.            | June.           | July.           | August.         | Septem-<br>ber. | October.        | Novem-<br>ber.  | Decem-<br>ber.  |
| NEW MEXICAN.                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Choice improved.....                        | Cents.<br>21-23 | Cents.<br>21-23 | Cents.<br>21-23 | Cents.<br>21-23 | Cents.<br>21-23 | Cents.<br>21-23 | Cents.<br>20-22 | Cents.<br>20-22 | Cents.<br>21-24 | Cents.<br>21-24 | Cents.<br>21-24 | Cents.<br>21-23 |
| Partly improved.....                        | 20-21           | 20-21           | 20-21           | 20-21           | 20-21           | 19-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 17-20           |
| Coarse, carpet, light.....                  | 17-19           | 17-19           | 16-18           | 16-18           | 17-18           | 16-17           | 16-17           | 16-17           | 16-17           | 16-17           | 16-17           | 15-16           |
| Coarse, carpet, heavy or sandy.....         | 15-17           | 15-17           | 15-16           | 15-16           | 15-16           | 15-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-15           |
| Black.....                                  | 15-17           | 15-17           | 15-17           | 15-17           | 15-17           | 15-17           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           |
| TEXAS.                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Fine, 12 months .....                       | 20-23           | 20-24           | 20-23           | 20-23           | 20-23           | 20-22           | 20-22           | 20-22           | 20-22           | 20-22           | 20-22           | 20-22           |
| Medium, 12 months.....                      | 22-24           | 22-26           | 23-25           | 23-25           | 23-25           | 23-25           | 23-24           | 23-24           | 23-24           | 23-24           | 23-24           | 22-24           |
| Coarse, 12 months .....                     | 17-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           |
| Fine, 6 and 8 months .....                  | 18-20           | 18-22           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 16-20           |
| Medium, 6 and 8 months.....                 | 18-22           | 20-23           | 20-22           | 20-22           | 20-22           | 20-22           | 20-21           | 20-21           | 20-21           | 20-21           | 20-21           | 18-20           |
| Coarse, 6 and 8 months .....                | 14-17           | 14-18           | 15-18           | 15-18           | 15-18           | 15-18           | 15-17           | 15-17           | 15-17           | 15-17           | 15-17           | 15-17           |
| MONTANA.                                    |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, fine, bright .....                | 18-20           | 18-20           | 18-20           | 18-20           | 18-22           | 18-22           | 17-21           | 17-21           | 17-21           | 17-21           | 17-21           | 17-20           |
| Unwashed, medium, bright.....               | 21-23           | 21-23           | 21-23           | 21-23           | 21-24           | 21-24           | 21-24           | 21-24           | 21-24           | 21-24           | 21-24           | 21-23           |
| Unwashed, coarse, bright .....              | 17-20           | 17-20           | 17-20           | 17-20           | 18-22           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 17-20           |
| Unwashed, dark colored, heavy or short..... | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           |
| UTAH AND WYOMING.                           |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, light, fine .....                 | 17-19           | 17-19           | 17-19           | 17-19           | 18-20           | 18-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           |
| Unwashed, heavy, fine .....                 | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           |
| Unwashed, fine medium .....                 | 18-20           | 16-20           | 16-20           | 16-20           | 18-22           | 18-22           | 18-21           | 18-21           | 18-21           | 18-21           | 18-21           | 18-21           |
| Unwashed, selected medium.....              | 20-22           | 20-22           | 20-22           | 20-22           | 22-24           | 22-24           | 22-24           | 22-24           | 22-24           | 22-24           | 22-24           | 21-23           |
| Unwashed, low.....                          | 18-20           | 18-20           | 18-20           | 18-20           | 18-22           | 18-22           | 18-21           | 18-21           | 18-21           | 18-21           | 18-21           | 18-20           |
| TUB WASHED.                                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Choice, selected .....                      | 38-40           | 38-42           | 38-42           | 38-42           | 38-42           | 38-42           | 37-40           | 37-40           | 37-40           | 37-40           | 37-40           | 36-38           |
| Fair, ordinary .....                        | 35-38           | 36-38           | 36-38           | 36-38           | 36-38           | 36-38           | 34-37           | 34-37           | 34-37           | 34-37           | 34-37           | 33-36           |
| Coarse.....                                 | 32-35           | 32-35           | 32-35           | 32-35           | 32-35           | 32-35           | 32-34           | 32-34           | 32-34           | 32-34           | 32-34           | 31-33           |
| PULLED.                                     |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| City merino .....                           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 28-30           | 26-28           | 26-28           | 26-28           | 26-28           | 26-28           | 25-28           |
| City super and lambs.....                   | 32-34           | 32-34           | 32-35           | 32-35           | 32-35           | 30-33           | 30-33           | 30-33           | 30-33           | 30-33           | 30-33           | 28-32           |
| Western super and lambs .....               | 28-30           | 28-30           | 28-32           | 28-32           | 28-32           | 27-30           | 25-30           | 25-30           | 25-30           | 25-30           | 25-30           | 25-28           |
| Short merino and shearlings.....            | 20-22           | 20-22           | 20-22           | 20-22           | 20-22           | 16-20           | 18-21           | 18-21           | 19-22           | 19-22           | 19-22           | 19-22           |



1892.

| Kinds of wool.                                                | January.      | Feb-<br>ruary. | March.        | April.        | May.          | June.         | July.         | August.       | Septem-<br>ber. | October.      | Novem-<br>ber. | Decem-<br>ber. |
|---------------------------------------------------------------|---------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|----------------|----------------|
|                                                               | <i>Cents.</i> | <i>Cents.</i>  | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i>   | <i>Cents.</i> | <i>Cents.</i>  | <i>Cents.</i>  |
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE,<br>WASHED.      | 30-32         | 29-32          | 29-31         | 28-30         | 27-30         | 28-30         | 28-30         | 28-30         | 28-30           | 28-30         | 29-30          | 28-30          |
| XX and above.....                                             | 28-30         | 28-29          | 28-29         | 27-28         | 27-28         | 27-28         | 27-28         | 27-28         | 27-28           | 27-28         | 28-29          | 27-28          |
| X.....                                                        | 35-36         | 35-36          | 34-35         | 34-35         | 33-34         | 33-35         | 33-35         | 33-35         | 33-34           | 33-34         | 33-34          | 33-34          |
| Medium.....                                                   | 34-35         | 34-35          | 33-34         | 33-34         | 32-33         | 33-34         | 33-34         | 33-34         | 32-33           | 32-33         | 33-34          | 33-34          |
| Quarter blood.....                                            | 30-32         | 30-32          | 30-32         | 30-32         | 30-32         | 30-32         | 28-31         | 28-31         | 28-30           | 28-30         | 28-30          | 28-30          |
| Common and cotted.....                                        |               |                |               |               |               |               |               |               |                 |               |                |                |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN<br>FLEECE, WASHED. | 28-30         | 28-30          | 28-29         | 27-28         | 26-27         | 27-28         | 27-28         | 27-28         | 27-28           | 27-28         | 27-28          | 26-28          |
| XX.....                                                       | 27-28         | 27-28          | 26-28         | 26-27         | 25-26         | 25-27         | 25-27         | 25-27         | 25-27           | 25-27         | 26-28          | 25-27          |
| X.....                                                        | 34-35         | 34-35          | 33-34         | 33-34         | 32-33         | 33-34         | 33-34         | 33-34         | 32-33           | 32-33         | 32-34          | 32-34          |
| Medium.....                                                   | 33-34         | 33-34          | 32-33         | 32-33         | 32-33         | 32-33         | 32-33         | 32-33         | 32-33           | 32-33         | 32-33          | 32-33          |
| Quarter blood.....                                            | 30-31         | 30-31          | 30-31         | 30-31         | 30-31         | 30-31         | 28-30         | 28-30         | 28-30           | 28-30         | 28-30          | 28-30          |
| Common and cotted.....                                        |               |                |               |               |               |               |               |               |                 |               |                |                |
| COMBING AND DELAINE FLEECE.                                   |               |                |               |               |               |               |               |               |                 |               |                |                |
| Washed, fine delaine.....                                     | 33-35         | 33-35          | 33-34         | 32-34         | 31-33         | 31-33         | 31-33         | 31-33         | 30-32           | 30-32         | 30-32          | 30-32          |
| Washed, medium.....                                           | 37-39         | 37-38          | 36-38         | 35-38         | 34-37         | 35-37         | 35-37         | 35-37         | 34-35           | 34-35         | 34-36          | 34-36          |
| Washed, low.....                                              | 34-36         | 34-36          | 34-36         | 34-36         | 33-35         | 34-35         | 34-35         | 34-35         | 33-34           | 33-34         | 33-35          | 33-35          |
| Washed, coarse.....                                           | 32-34         | 32-34          | 32-34         | 32-33         | 30-33         | 30-33         | 30-33         | 30-33         | 30-32           | 30-32         | 30-32          | 30-32          |
| Unwashed, medium.....                                         | 28-30         | 27-29          | 27-28         | 27-28         | 26-27         | 26-28         | 26-28         | 26-28         | 26-27           | 26-27         | 26-28          | 26-28          |
| Unwashed, low and coarse.....                                 | 25-26         | 25-26          | 25-26         | 25-26         | 25-26         | 26-27         | 26-27         | 26-27         | 25-26           | 25-26         | 25-27          | 25-27          |
| Unwashed, braid.....                                          | 22-23         | 22-23          | 22-23         | 22-23         | 21-23         | 21-23         | 21-23         | 21-23         | 20-22           | 21-23         | 22-24          | 21-23          |
| UNWASHED.                                                     |               |                |               |               |               |               |               |               |                 |               |                |                |
| Light and bright.                                             |               |                |               |               |               |               |               |               |                 |               |                |                |
| Fine.....                                                     | 19-21         | 19-21          | 18-20         | 18-20         | 18-20         | 18-20         | 18-20         | 19-21         | 19-21           | 19-21         | 19-21          | 19-21          |
| Medium.....                                                   | 26-28         | 26-27          | 25-26         | 25-26         | 25-26         | 25-27         | 25-27         | 25-27         | 25-26           | 25-26         | 25-27          | 25-27          |
| Low medium.....                                               | 24-26         | 24-26          | 24-25         | 24-25         | 24-25         | 24-26         | 24-26         | 24-26         | 23-25           | 23-25         | 24-26          | 24-26          |
| Coarse, or burry.....                                         | 18-21         | 18-22          | 18-22         | 18-22         | 18-22         | 18-22         | 18-22         | 18-22         | 18-21           | 18-21         | 18-21          | 18-21          |
| Dark colored.                                                 |               |                |               |               |               |               |               |               |                 |               |                |                |
| Light fine.....                                               | 16-18         | 16-18          | 16-18         | 16-18         | 16-18         | 16-18         | 16-18         | 16-18         | 16-18           | 16-18         | 16-18          | 16-18          |
| Heavy fine.....                                               | 14-15         | 14-15          | 14-15         | 14-15         | 14-15         | 14-15         | 14-15         | 14-15         | 14-15           | 14-15         | 14-15          | 14-15          |
| Medium.....                                                   | 19-21         | 19-21          | 19-21         | 19-21         | 19-21         | 19-22         | 19-22         | 19-22         | 19-22           | 19-22         | 20-22          | 20-22          |
| Fine medium.....                                              | 17-18         | 16-18          | 16-18         | 16-18         | 16-18         | 16-18         | 16-18         | 16-18         | 16-18           | 16-18         | 17-19          | 17-19          |
| Coarse.....                                                   | 17-20         | 17-20          | 17-20         | 17-20         | 17-20         | 17-20         | 17-20         | 17-20         | 17-20           | 17-20         | 18-20          | 18-20          |
| COLORADO.                                                     |               |                |               |               |               |               |               |               |                 |               |                |                |
| Medium and fine, choice.....                                  | 21-24         | 21-23          | 21-23         | 21-23         | 21-23         | 21-23         | 21-23         | 21-23         | 21-23           | 21-23         | 21-23          | 21-23          |
| Medium and fine, heavy.....                                   | 15-18         | 15-17          | 15-17         | 15-17         | 15-17         | 15-17         | 15-17         | 15-17         | 15-17           | 15-17         | 15-17          | 15-17          |
| Common and quarter blood.....                                 | 18-20         | 18-20          | 17-19         | 17-19         | 17-19         | 17-19         | 17-19         | 17-19         | 17-19           | 17-19         | 17-19          | 17-19          |
| Coarse, carpet.....                                           | 16-17         | 16-17          | 16-17         | 16-17         | 16-17         | 16-17         | 16-17         | 16-17         | 16-18           | 16-18         | 16-18          | 16-17          |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

| 1892                                         |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
|----------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Kinds of wool.                               | January.        | Feb-<br>ruary.  | March.          | April.          | May.            | June.           | July.           | August.         | Septem-<br>ber. | October.        | Novem-<br>ber.  | Decem-<br>ber.  |
| NEW MEXICAN.                                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Choice improved .....                        | Cents.<br>21-23 | Cents.<br>21-23 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 |
| Partly improved.....                         | 17-20           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           |
| Coarse, carpet, light.....                   | 15-16           | 15-16           | 15-16           | 15-16           | 15-16           | 15-16           | 15-16           | 15-16           | 16-17           | 16-17           | 16-17           | 16-17           |
| Coarse, carpet, heavy or sandy .....         | 14-15           | 14-15           | 14-15           | 13-15           | 13-15           | 13-15           | 13-15           | 13-15           | 14-16           | 14-16           | 14-16           | 14-16           |
| Black.....                                   | 14-16           | 13-15           | 13-15           | 13-15           | 13-15           | 13-15           | 12-15           | 12-15           | 13-15           | 13-15           | 13-15           | 13-15           |
| TEXAS.                                       |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Fine, 12 months.....                         | 20-22           | 20-21           | 20-21           | 20-21           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           |
| Medium, 12 months .....                      | 22-24           | 22-24           | 22-24           | 22-24           | 20-23           | 20-24           | 20-24           | 20-24           | 20-23           | 20-23           | 20-23           | 20-23           |
| Coarse, 12 months.....                       | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 16-18           | 16-18           | 16-18           | 16-18           |
| Fine, 6 and 8 months.....                    | 16-20           | 16-20           | 16-20           | 16-20           | 14-18           | 14-18           | 14-18           | 14-18           | 14-18           | 14-18           | 14-18           | 14-18           |
| Medium, 6 and 8 months.....                  | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           |
| Coarse, 6 and 8 months.....                  | 15-17           | 15-17           | 15-17           | 15-17           | 15-17           | 15-17           | 15-17           | 15-17           | 15-16           | 15-16           | 15-16           | 15-16           |
| MONTANA.                                     |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, fine, bright.....                  | 17-20           | 17-20           | 17-20           | 17-20           | 17-18           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           |
| Unwashed, medium, bright .....               | 21-23           | 21-23           | 21-23           | 21-23           | 20-23           | 20-24           | 20-24           | 20-24           | 20-23           | 20-23           | 20-23           | 20-23           |
| Unwashed, coarse, bright.....                | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           |
| Unwashed, dark colored, heavy or short ..... | 16-20           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           |
| UTAH AND WYOMING.                            |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, light, fine.....                   | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 16-18           | 16-18           | 16-18           | 16-18           |
| Unwashed, heavy, fine.....                   | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           |
| Unwashed, fine medium .....                  | 18-21           | 18-21           | 18-21           | 18-21           | 17-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           |
| Unwashed, selected medium .....              | 21-23           | 21-23           | 21-23           | 21-23           | 20-22           | 22-24           | 22-24           | 22-24           | 21-22           | 21-22           | 21-22           | 21-22           |
| Unwashed, low .....                          | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           |
| TUB WASHED.                                  |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Choice selected .....                        | 36-38           | 35-36           | 35-36           | 35-36           | 35-36           | 35-36           | 35-36           | 35-36           | 34-35           | 34-35           | 34-35           | 34-35           |
| Fair, ordinary .....                         | 33-36           | 33-35           | 33-35           | 33-35           | 33-35           | 33-35           | 33-35           | 33-35           | 32-33           | 32-33           | 32-33           | 32-33           |
| Coarse.....                                  | 31-33           | 31-33           | 31-33           | 31-33           | 31-33           | 31-33           | 31-33           | 31-33           | 30-32           | 30-32           | 30-32           | 30-32           |
| PULLED.                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| City merino.....                             | 25-28           | 25-27           | 25-27           | 25-27           | 25-27           | 25-27           | 25-27           | 25-27           | 23-25           | 23-25           | 23-25           | 23-25           |
| City super and lambs.....                    | 28-32           | 28-30           | 28-30           | 28-30           | 28-30           | 28-31           | 28-31           | 28-31           | 30-33           | 30-33           | 30-33           | 30-33           |
| Western super and lambs .....                | 25-28           | 25-28           | 25-28           | 25-28           | 25-28           | 26-29           | 26-29           | 26-29           | 26-29           | 26-29           | 26-29           | 26-29           |
| Short merino and shearlings.....             | 19-22           | 19-22           | 19-22           | 19-22           | 19-22           | 19-22           | 19-22           | 16-20           | 18-20           | 18-20           | 18-20           | 18-20           |



| Kinds of wool.                                             | 1893      |            |        |        |        |        |        |          |             |           |            |            | 1894      |            |
|------------------------------------------------------------|-----------|------------|--------|--------|--------|--------|--------|----------|-------------|-----------|------------|------------|-----------|------------|
|                                                            | Janu-ary. | Feb-ruary. | March. | April. | May.   | June.  | July.  | Aug-ust. | Sep-tember. | Octo-ber. | Novem-ber. | Decem-ber. | Janu-ary. | Feb-ruary. |
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.      | Cents.    | Cents.     | Cents. | Cents. | Cents. | Cents. | Cents. | Cents.   | Cents.      | Cents.    | Cents.     | Cents.     | Cents.    | Cents.     |
| XX and above.....                                          | 28-30     | 29-30      | 31-32  | 31-32  | 30-31  | 27-29  | 25-26  | 24-25    | 23-25       | 22-25     | 22-25      | 22-25      | 22-25     | 22-25      |
| X.....                                                     | 27-28     | 28-29      | 29-30  | 29-30  | 28-30  | 26-27  | 24-25  | 23-24    | 22-23       | 21-22     | 21-22      | 21-22      | 21-22     | 21-22      |
| Medium.....                                                | 33-34     | 34-36      | 35-36  | 35-36  | 34-35  | 31-32  | 27-28  | 26-28    | 25-26       | 24-25     | 24-25      | 24-25      | 24-25     | 23-25      |
| Quarter blood.....                                         | 33-34     | 34-35      | 34-35  | 34-35  | 33-34  | 30-32  | 26-27  | 25-26    | 24-25       | 24-25     | 24-25      | 24-25      | 24-25     | 23-24      |
| Common and cotted.....                                     | 28-30     | 30-32      | 30-32  | 30-32  | 29-30  | 26-28  | 24-25  | 23-24    | 20-22       | 20-22     | 20-22      | 20-22      | 20-22     | 20-21      |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED. |           |            |        |        |        |        |        |          |             |           |            |            |           |            |
| XX.....                                                    | 26-28     | 27-29      | 28-30  | 28-30  | 27-29  | 26-27  | 23-25  | 23-24    | 21-23       | 21-22     | 21-22      | 21-22      | 21-22     | 20-22      |
| X.....                                                     | 25-27     | 26-28      | 27-28  | 27-28  | 26-28  | 25-26  | 22-23  | 21-23    | 20-22       | 19-21     | 19-21      | 19-21      | 19-21     | 19-20      |
| Medium.....                                                | 32-34     | 33-35      | 34-35  | 34-35  | 33-34  | 30-32  | 26-27  | 26-27    | 24-25       | 23-24     | 23-24      | 23-24      | 23-24     | 23-24      |
| Quarter blood.....                                         | 32-33     | 33-34      | 33-34  | 33-34  | 32-33  | 30-31  | 25-26  | 25-26    | 23-24       | 23-24     | 23-24      | 23-24      | 23-24     | 23-24      |
| Common and cotted.....                                     | 28-30     | 30-32      | 30-32  | 30-32  | 28-30  | 26-28  | 24-25  | 22-24    | 18-22       | 18-22     | 18-22      | 18-22      | 18-22     | 18-20      |
| COMBING AND DELAINE FLEECE.                                |           |            |        |        |        |        |        |          |             |           |            |            |           |            |
| Washed, fine delaine.....                                  | 30-32     | 31-33      | 31-33  | 31-33  | 30-32  | 28-30  | 25-27  | 24-26    | 24-25       | 24-25     | 24-25      | 24-25      | 24-25     | 24-25      |
| Washed, medium.....                                        | 34-36     | 35-37      | 35-37  | 35-37  | 35-36  | 32-34  | 28-30  | 27-28    | 26-28       | 25-26     | 25-26      | 25-26      | 25-26     | 24-25      |
| Washed, low.....                                           | 33-35     | 35-36      | 35-36  | 35-36  | 34-35  | 31-32  | 27-28  | 26-27    | 25-26       | 24-26     | 24-25      | 24-25      | 24-25     | 24-25      |
| Washed, coarse.....                                        | 30-32     | 32-33      | 32-33  | 32-33  | 31-32  | 30-31  | 25-26  | 23-25    | 22-24       | 22-24     | 22-24      | 22-24      | 22-24     | 22-24      |
| Unwashed, medium.....                                      | 26-28     | 27-28      | 27-29  | 27-29  | 27-28  | 24-25  | 21-23  | 21-22    | 20-21       | 20-21     | 20-21      | 20-21      | 20-21     | 19-20      |
| Unwashed, low medium.....                                  | 25-27     | 26-27      | 26-27  | 26-27  | 25-26  | 23-24  | 20-21  | 20-21    | 19-20       | 19-20     | 19-20      | 19-20      | 19-20     | 19-20      |
| Unwashed, braid.....                                       | 21-23     | 22-24      | 22-24  | 22-24  | 21-23  | 20-21  | 18-20  | 17-19    | 15-17       | 15-17     | 15-17      | 15-17      | 15-17     | 15-18      |
| UNWASHED.                                                  |           |            |        |        |        |        |        |          |             |           |            |            |           |            |
| Light and bright.                                          |           |            |        |        |        |        |        |          |             |           |            |            |           |            |
| Fine.....                                                  | 19-21     | 20-22      | 20-22  | 20-22  | 18-21  | 16-19  | 15-18  | 15-17    | 14-16       | 13-16     | 13-16      | 13-16      | 13-15     | 13-15      |
| Medium.....                                                | 25-27     | 26-27      | 26-27  | 26-27  | 25-26  | 23-24  | 20-22  | 19-21    | 18-20       | 18-20     | 18-20      | 19-20      | 18-20     | 18-19      |
| Low medium.....                                            | 24-26     | 25-26      | 25-26  | 25-26  | 24-25  | 22-24  | 19-20  | 18-20    | 17-19       | 17-19     | 17-19      | 18-19      | 18-19     | 18-19      |
| Coarse, or burry.....                                      | 18-21     | 18-22      | 18-22  | 18-22  | 18-20  | 15-17  | 17-18  | 15-17    | 14-16       | 13-15     | 13-15      | 14-16      | 14-16     | 14-16      |
| Dark colored.                                              |           |            |        |        |        |        |        |          |             |           |            |            |           |            |
| Light fine.....                                            | 16-18     | 17-19      | 17-19  | 17-19  | 17-18  | 15-17  | 13-15  | 12-14    | 12-13       | 10-12     | 10-12      | 10-12      | 10-12     | 10-11      |
| Heavy fine.....                                            | 14-15     | 15-16      | 15-16  | 15-16  | 14-16  | 12-15  | 11-12  | 8-12     | 8-10        | 8-10      | 8-10       | 8-10       | 8-10      | 8-10       |
| Medium.....                                                | 20-22     | 20-23      | 20-23  | 20-23  | 20-22  | 18-22  | 16-18  | 15-17    | 15-16       | 14-16     | 14-16      | 14-16      | 13-15     | 12-14      |
| Fine medium.....                                           | 17-19     | 18-20      | 18-20  | 18-20  | 17-20  | 16-18  | 14-16  | 13-15    | 13-15       | 12-14     | 12-14      | 12-14      | 12-13     | 11-12      |
| Coarse.....                                                | 18-20     | 18-20      | 18-20  | 18-20  | 17-20  | 15-18  | 14-17  | 14-16    | 14-15       | 12-14     | 12-14      | 12-14      | 12-14     | 12-13      |
| COLORADO.                                                  |           |            |        |        |        |        |        |          |             |           |            |            |           |            |
| Medium and fine, choice.....                               | 21-23     | 21-23      | 21-23  | 21-23  | 20-23  | 19-21  | 16-19  | 16-18    | 15-18       | 14-17     | 14-17      | 14-17      | 14-16     | 12-15      |
| Medium and fine, heavy.....                                | 15-17     | 15-17      | 15-17  | 15-17  | 15-17  | 13-15  | 12-14  | 10-12    | 8-12        | 8-12      | 8-12       | 8-12       | 8-12      | 8-11       |
| Common and quarter blood.....                              | 18-20     | 18-20      | 18-20  | 18-20  | 17-20  | 16-18  | 14-16  | 14-15    | 14-15       | 13-15     | 13-15      | 13-15      | 12-14     | 12-13      |
| Coarse, carpet.....                                        | 16-17     | 16-17      | 16-17  | 16-17  | 15-16  | 14-15  | 13-14  | 12-13    | 12-13       | 12-13     | 12-13      | 12-13      | 11-12     | 11-12      |



## PHILADELPHIA WOOL QUOTATIONS—Continued.

| Kinds of wool.                              | 1893            |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 | 1894            |                 |                 |
|---------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|                                             | Janu-<br>ary.   | Feb-<br>ruary.  | March.          | April.          | May.            | June.           | July.           | Aug-<br>ust.    | Sep-<br>tember. | Octo-<br>ber.   | Novem-<br>ber.  | Decem-<br>ber.  | Janu-<br>ary.   | Feb-<br>ruary.  |
| NEW MEXICAN.                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Choice improved.....                        | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>21-22 | Cents.<br>20-21 | Cents.<br>18-20 | Cents.<br>15-18 | Cents.<br>15-17 | Cents.<br>15-17 | Cents.<br>14-16 | Cents.<br>14-16 | Cents.<br>14-16 | Cents.<br>14-15 | Cents.<br>13-15 |
| Partly improved.....                        | 17-19           | 17-19           | 17-19           | 17-19           | 17-19           | 16-17           | 14-15           | 13-15           | 13-15           | 13-14           | 12-14           | 12-14           | 12-14           | 12-13           |
| Coarse, carpet, light.....                  | 16-17           | 16-17           | 16-17           | 16-17           | 14-16           | 14-15           | 12-13           | 12-13           | 12-13           | 12-13           | 11-12           | 11-12           | 11-12           | 11-12           |
| Coarse, carpet, sandy or burry.....         | 14-16           | 14-16           | 14-16           | 14-16           | 13-15           | 13-14           | 11-12           | 8-10            | 8-10            | 8-10            | 8-10            | 8-10            | 8-10            | 8-10            |
| Black.....                                  | 13-15           | 12-14           | 12-14           | 12-14           | 12-13           | 12-13           | 10-12           | 10-11           | 10-11           | 9-10            | 9-10            | 9-10            | 9-10            | 9-10            |
| TEXAS.                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Fine, 12 months.....                        | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 16-18           | 15-17           | 14-16           | 14-16           | 12-14           | 11-13           | 11-13           | 11-13           | 11-13           |
| Medium, 12 months.....                      | 20-23           | 20-23           | 20-23           | 20-23           | 20-23           | 19-21           | 17-20           | 16-18           | 15-18           | 14-16           | 13-15           | 13-15           | 13-15           | 13-14           |
| Coarse, 12 months.....                      | 16-18           | 16-18           | 16-18           | 16-18           | 16-18           | 14-16           | 13-15           | 12-14           | 12-13           | 12-13           | 10-12           | 10-12           | 10-12           | 10-12           |
| Fine, 6 and 8 months.....                   | 14-18           | 14-18           | 14-18           | 14-18           | 14-18           | 14-16           | 13-15           | 10-13           | 10-13           | 10-12           | 8-10            | 8-10            | 9-11            | 9-11            |
| Medium, 6 and 8 months.....                 | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 16-18           | 15-17           | 14-17           | 14-16           | 12-14           | 11-13           | 11-13           | 11-13           | 11-13           |
| Coarse, 6 and 8 months.....                 | 15-16           | 15-16           | 15-16           | 15-16           | 15-16           | 13-15           | 12-13           | 10-13           | 10-12           | 10-12           | 8-10            | 8-10            | 9-10            | 9-10            |
| MONTANA.                                    |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, fine, bright.....                 | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 16-18           | 14-16           | 13-15           | 12-14           | 10-12           | 10-12           | 10-12           | 10-12           | 10-11           |
| Unwashed, medium, bright.....               | 20-23           | 20-23           | 20-23           | 20-23           | 20-23           | 19-21           | 17-20           | 16-18           | 15-17           | 13-15           | 13-15           | 13-15           | 13-15           | 12-14           |
| Unwashed, coarse, bright.....               | 17-20           | 17-20           | 17-20           | 17-20           | 17-20           | 16-18           | 15-17           | 14-16           | 13-15           | 12-15           | 12-15           | 12-15           | 12-15           | 11-12           |
| Unwashed, dark colored, heavy or short..... | 15-18           | 15-18           | 15-18           | 15-18           | 15-18           | 14-16           | 12-14           | 8-12            | 8-12            | 8-12            | 8-12            | 8-12            | 8-12            | 8-10            |
| UTAH AND WYOMING.                           |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Unwashed, light, fine.....                  | 16-18           | 16-18           | 16-18           | 16-18           | 16-18           | 15-17           | 12-14           | 12-13           | 11-13           | 10-12           | 10-12           | 10-12           | 10-12           | 10-11           |
| Unwashed, heavy, fine.....                  | 14-16           | 14-16           | 14-16           | 14-16           | 14-16           | 12-14           | 10-12           | 8-12            | 8-10            | 8-10            | 8-10            | 8-10            | 8-10            | 8-10            |
| Unwashed, fine medium.....                  | 18-20           | 18-20           | 18-20           | 18-20           | 17-19           | 16-18           | 14-15           | 12-15           | 12-14           | 11-13           | 11-13           | 11-13           | 11-13           | 11-12           |
| Unwashed, selected, medium.....             | 21-22           | 21-22           | 21-22           | 21-22           | 20-22           | 19-21           | 16-18           | 15-17           | 14-15           | 13-15           | 13-15           | 13-15           | 13-15           | 12-13           |
| Unwashed, low.....                          | 18-20           | 18-20           | 18-20           | 18-20           | 18-20           | 16-18           | 14-16           | 13-15           | 12-15           | 12-14           | 12-14           | 12-14           | 12-14           | 11-12           |
| TUB WASHED.                                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Choice, selected.....                       | 34-35           | 35-37           | 35-37           | 35-37           | 34-36           | 32-34           | 30-32           | 27-30           | 26-28           | 25-27           | 25-27           | 25-27           | 24-26           | 24-25           |
| Fair ordinary.....                          | 32-33           | 33-35           | 33-35           | 33-35           | 32-34           | 30-32           | 27-30           | 25-27           | 24-26           | 24-25           | 24-25           | 24-25           | 23-24           | 23-24           |
| Coarse.....                                 | 30-32           | 30-32           | 30-32           | 30-32           | 30-32           | 28-30           | 25-27           | 22-25           | 20-24           | 20-23           | 20-23           | 20-23           | 20-23           | 20-23           |
| PULLED.                                     |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| City merino.....                            | 25-27           | 26-28           | 26-28           | 26-28           | 26-28           | 24-26           | 22-24           | 16-20           | 16-20           | 16-20           | 16-20           | 16-20           | 16-18           | 15-17           |
| City super and lambs.....                   | 30-33           | 30-33           | 30-33           | 30-33           | 30-33           | 27-30           | 26-29           | 23-25           | 23-25           | 20-25           | 20-23           | 20-23           | 20-22           | 18-20           |
| Western super and lambs.....                | 26-29           | 26-29           | 26-29           | 26-29           | 25-28           | 24-27           | 22-25           | 20-23           | 20-23           | 18-22           | 18-20           | 18-20           | 16-20           | 15-18           |
| Short merino and shearings.....             | 18-22           | 18-22           | 18-22           | 18-22           | 16-19           | 15-18           | 15-18           | 10-14           | 10-14           | 10-12           | 8-12            | 8-12            | 8-12            | 8-12            |



Imports of wool and woollens, including both entries for immediate consumption and withdrawals from warehouse for consumption, etc., during the years ending June 30, 1889 and 1890.

| Articles.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Rates of duty.                                                                                                                                                                                                                                                                                      | 1889                                                                                              |                                                                                                                     |                                                                                                                   |                                                                                    | 1890                                                                                             |                                                                                                                     |                                                                                                                |                                                                                   |                                                                  |                                                                          |  |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|------------------------------------------------------------------|--------------------------------------------------------------------------|--|--|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                     | Quantities.                                                                                       | Values.                                                                                                             | Duties.                                                                                                           | Addi-<br>tional<br>and dis-<br>crimi-<br>nating<br>duty.                           | Quantities.                                                                                      | Values.                                                                                                             | Duties.                                                                                                        | Addi-<br>tional<br>and dis-<br>crimi-<br>nating<br>duty.                          | Average—                                                         |                                                                          |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                     |                                                                                                   |                                                                                                                     |                                                                                                                   |                                                                                    |                                                                                                  |                                                                                                                     |                                                                                                                |                                                                                   | Value<br>per<br>unit<br>of<br>quan-<br>tity.                     | Ad<br>valo-<br>rem<br>rate<br>of<br>duty.                                |  |  |
| WOOL.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                     |                                                                                                   |                                                                                                                     |                                                                                                                   |                                                                                    |                                                                                                  |                                                                                                                     |                                                                                                                |                                                                                   |                                                                  |                                                                          |  |  |
| Dutiable.<br><br>Wools, hair of the alpaca, goat, etc.:<br>Manufactures—<br>Carpets and carpeting of all kinds—<br>Aubusson, Axminster, and che-<br>nille carpets, and carpets<br>woven whole for rooms, square<br>yards.....<br>Brussels carpets.....sq. yds..<br>Druggets and bockings, printed,<br>colored, or other otherwise,<br>square yards .....<br>Mats, screens, hassocks and rugs,<br>not exclusively of vegetable ma-<br>terial, but in part or whole of<br>wool or worsted.....<br>Capets of wool, or in part of, not<br>specially enumerated or pro-<br>vided for.....sq. yds..<br>Patent velvet and tapestry vel-<br>vets, printed on the warp or<br>otherwise .....sq. yds..<br>Saxony, Wilton, and Tournay vel-<br>vet carpets.....sq. yds..<br>Tapestry brussels, printed on the<br>warp or otherwise.....sq. yds.. | 45 cts. per sq. yd.<br>and 30 per cent.<br>30 cts. per sq. yd.<br>and 30 per cent.<br>15 cts. per sq. yd.<br>and 30 per cent.<br>40 per cent.....<br>.....do .....<br>25 cts. per sq. yd.<br>and 30 per cent.<br>45 cts. per sq. yd.<br>and 30 per cent.<br>20 cts. per sq. yd.<br>and 30 per cent. | 115,694.63<br>143,924.48<br>9,472.66<br>.....<br>69,486.19<br>40,877.21<br>82,682.28<br>63,386.75 | Dollars.<br>275,129.00<br>149,513.77<br>4,966.00<br>680,118.96<br>65,141.18<br>38,698.59<br>155,389.87<br>42,920.72 | Dollars.<br>134,601.27<br>88,031.47<br>2,910.70<br>272,047.57<br>26,056.47<br>21,828.87<br>83,824.02<br>25,553.57 | Dolls.<br>200.00<br>.....<br>.....<br>1,550.23<br>.....<br>.....<br>.....<br>..... | 82,361.45<br>145,980.95<br>1,680.00<br>.....<br>73,170.20<br>39,624.94<br>86,375.35<br>53,386.25 | Dollars.<br>190,930.00<br>153,006.80<br>654.00<br>1,046,748.28<br>72,344.40<br>39,415.76<br>153,291.51<br>35,515.00 | Dollars.<br>94,341.67<br>89,696.36<br>448.20<br>418,699.31<br>28,937.76<br>21,730.98<br>84,856.39<br>21,331.75 | Dolls.<br>.....<br>.....<br>.....<br>4,709.96<br>.....<br>.....<br>.....<br>..... | 2.318<br>1.048<br>.389<br>.....<br>.989<br>.995<br>1.775<br>.665 | P. ct.<br>49.41<br>58.62<br>68.53<br>40<br>40<br>55.13<br>55.36<br>60.06 |  |  |

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Imports of wools and woollens, including both entries for immediate consumption and withdrawals from warehouse for consumption, etc.—Continued.

| Articles.                                                                   | Rates of duty.                       | 1889        |                       |                      |                                     |             | 1890                  |                       |                                     |                             |                          | Average— |  |
|-----------------------------------------------------------------------------|--------------------------------------|-------------|-----------------------|----------------------|-------------------------------------|-------------|-----------------------|-----------------------|-------------------------------------|-----------------------------|--------------------------|----------|--|
|                                                                             |                                      | Quantities. | Values.               | Duties.              | Additional and discriminating duty. | Quantities. | Values.               | Duties.               | Additional and discriminating duty. | Value per unit of quantity. | Ad valorem rate of duty. |          |  |
| <i>Dutiable.</i>                                                            |                                      |             |                       |                      |                                     |             |                       |                       |                                     |                             |                          |          |  |
| Wools, hair of the alpaca, goat, etc.—Cont'd.                               |                                      |             |                       |                      |                                     |             |                       |                       |                                     |                             |                          |          |  |
| Manufactures—Continued.                                                     |                                      |             |                       |                      |                                     |             |                       |                       |                                     |                             |                          |          |  |
| Carpets and carpeting of all kinds—Continued.                               |                                      |             |                       |                      |                                     |             |                       |                       |                                     |                             |                          |          |  |
| Treble ingrain, three-ply, and worsted chain Venetian carpets.....sq. yds.. | 12 cts. per sq. yd. and 30 per cent. | 25,511      | Dollars.<br>19,565.00 | Dollars.<br>8,930.82 | Dolls.<br>.....                     | 39,905.00   | Dollars.<br>28,372.00 | Dollars.<br>13,300.20 | Dolls.<br>.....                     | Dolls.<br>.711              | P. ct.<br>46.88          |          |  |
| Yarn Venetian and two-ply ingrain carpets.....sq. yds..                     | 8 cts. per sq. yd. and 30 per cent.  | 84,003.12   | 46,691.00             | 20,727.55            | .....                               | 70,526.50   | 39,230.00             | 17,411.12             | .....                               | .556                        | 44.38                    |          |  |
| Total carpets and carpeting.....                                            | .....                                | .....       | 1,478,134.09          | 684,512.31           | 1,750.23                            | .....       | 1,759,507.75          | 790,753.74            | 4,709.96                            | .....                       | 44.94                    |          |  |



Imports of wool and woolens, including both entries for immediate consumption and withdrawals from warehouse for consumption, etc., during the years ending June 30, 1891 and 1892.

| Articles.                                                                                                                                                                                                                            | Rates of duty.                    | 1891        |                                |                                |                                  | 1892        |                                   |                                |                              |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|-------------|--------------------------------|--------------------------------|----------------------------------|-------------|-----------------------------------|--------------------------------|------------------------------|
|                                                                                                                                                                                                                                      |                                   | Quantities. | Values.                        | Duties.                        | Average ad valorem rate of duty. | Quantities. | Values.                           | Duties.                        | Average—                     |
|                                                                                                                                                                                                                                      |                                   |             |                                |                                |                                  |             |                                   |                                | Values per unit of quantity. |
| <i>Dutiable.</i>                                                                                                                                                                                                                     |                                   |             |                                |                                |                                  |             |                                   |                                |                              |
| Wools, hair of the camel, etc.:<br>Manufactures, etc.—<br>Carpets and carpeting—<br>Aubusson, Axminster, moquette, and chenille carpets, and carpets woven whole for rooms, and oriental, Berlin, and other similar rugs...sq. yds.. | 60 c. p. sq. yd. and 40 per cent. | 201, 291.14 | <i>Dollars.</i><br>652, 240.79 | <i>Dollars.</i><br>381, 670.99 | <i>Per ct.</i><br>58.52          | 351, 663.06 | <i>Dollars.</i><br>1, 079, 411.65 | <i>Dollars.</i><br>642, 762.51 | <i>Dolls.</i><br>3. 069      |
| Brussels carpets.....sq. yds..                                                                                                                                                                                                       | 30 c. p. sq. yd. and 30 per cent. | 66, 653     | 69, 215.00                     | 40, 760.41                     | 58.89                            | .....       | .....                             | .....                          | .....                        |
| Do.....sq. yds..                                                                                                                                                                                                                     | 44 c. p. sq. yd. and 40 per cent. | 19, 475.38  | 21, 256.00                     | 17, 071.57                     | 80.31                            | 72, 664.66  | 78, 187.00                        | 63, 247.25                     | 1. 076                       |
| Druggets and bockings, printed, colored, or otherwise.....sq. yds..                                                                                                                                                                  | 15 c. p. sq. yd. and 30 per cent. | 1, 183.88   | 527.00                         | 335.68                         | 63.70                            | .....       | .....                             | .....                          | .....                        |
| Do.....sq. yds..                                                                                                                                                                                                                     | 22 c. p. sq. yd. and 40 per cent. | 1, 582.73   | 805.04                         | 670.23                         | 83.26                            | 4, 075.83   | 2, 002.00                         | 1, 697.49                      | . 491                        |
| Felt carpeting.....sq. yds..                                                                                                                                                                                                         | 11 c. p. sq. yd. and 40 per cent. | 1, 691      | 885.00                         | 540.01                         | 61.02                            | 7, 249      | 3, 728.00                         | 2, 288.59                      | . 514                        |
| Saxony, Wilton, and Tournay velvet carpets.....sq. yds..                                                                                                                                                                             | 45 c. p. sq. yd. and 30 per cent. | 41, 413.94  | 75, 599.90                     | 41, 316.25                     | 54.65                            | .....       | .....                             | .....                          | .....                        |
| Do.....sq. yds..                                                                                                                                                                                                                     | 60 c. p. sq. yd. and 40 per cent. | 21, 239.52  | 42, 944.00                     | 29, 921.31                     | 69.68                            | 47, 723.50  | 96, 350.26                        | 67, 174.25                     | 2. 019                       |
| Tapestry brussels, printed on the warp or otherwise.....sq. yds..                                                                                                                                                                    | 20 c. p. sq. yd. and 30 per cent. | 18, 361     | 13, 494.00                     | 7, 720.40                      | 57.21                            | .....       | .....                             | .....                          | .....                        |
| Do.....sq. yds..                                                                                                                                                                                                                     | 28 c. p. sq. yd. and 40 per cent. | 5, 474.25   | 3, 901.45                      | 3, 093.37                      | 79.28                            | 7, 148.25   | 5, 526.00                         | 4, 211.91                      | . 773                        |
| Treble ingrain, three-ply, and worsted chain Venetian carpets.....sq. yds..                                                                                                                                                          | 12 c. p. sq. yd. and 30 per cent. | 18, 273     | 14, 439.00                     | 6, 524.46                      | 45.19                            | .....       | .....                             | .....                          | .....                        |
| Treble ingrain, three-ply, and all chain Venetian carpets.....sq. yds..                                                                                                                                                              | 19 c. p. sq. yd. and 40 per cent. | 13, 497     | 8, 295.34                      | 5, 882.56                      | 70.91                            | 35, 252.50  | 27, 314.00                        | 17, 623.58                     | . 775                        |
|                                                                                                                                                                                                                                      |                                   |             |                                |                                |                                  |             |                                   |                                | 64.52                        |



Imports of wool and woollens, including both entries for immediate consumption and withdrawals from warehouse for consumption, etc.—Continued.

| Articles.                                                                                                                       | Rates of duty.                    | 1891        |                       |                      |                                  | 1892        |              |            |                              |                          |  |
|---------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|-------------|-----------------------|----------------------|----------------------------------|-------------|--------------|------------|------------------------------|--------------------------|--|
|                                                                                                                                 |                                   | Quantities. | Values.               | Duties.              | Average ad valorem rate of duty. | Quantities. | Values.      | Duties.    | Average—                     |                          |  |
|                                                                                                                                 |                                   |             |                       |                      |                                  |             |              |            | Values per unit of quantity. | Ad valorem rate of duty. |  |
| <i>Dutiable.</i>                                                                                                                |                                   |             |                       |                      |                                  |             |              |            |                              |                          |  |
| Wools, hair of the camel, etc.—Continued.                                                                                       |                                   |             |                       |                      |                                  |             |              |            |                              |                          |  |
| Manufactures, etc.—Continued.                                                                                                   |                                   |             |                       |                      |                                  |             |              |            |                              |                          |  |
| Carpets and carpeting—Continued.                                                                                                |                                   |             |                       |                      |                                  |             |              |            |                              |                          |  |
| Velvet and tapestry velvet carpets, printed on the warp or otherwise.....sq. yds..                                              | 25 c. p. sq. yd. and 30 per cent. | 18,363      | Dollars.<br>16,220.40 | Dollars.<br>9,456.87 | Per ct.<br>58.30                 |             |              |            |                              |                          |  |
| Do.....sq. yds..                                                                                                                | 40 c. p. sq. yd. and 40 per cent. | 19,072.82   | 20,770.25             | 15,937.23            | 76.73                            | 25,007.     | 29,418.00    | 21,770.00  | 1.176                        | 74                       |  |
| Yarn, Venetian, and two-ply ingrain carpets.....sq. yds..                                                                       | 8 c. p. sq. yd. and 30 per cent.  | 21,117.50   | 11,408.77             | 5,112.03             | 44.80                            |             |              |            |                              |                          |  |
| Wool, Dutch, and two-ply ingrain carpets.....sq. yds..                                                                          | 14 c. p. sq. yd. and 40 per cent. | 22,869      | 13,477.00             | 8,592.46             | 63.76                            | 38,427.     | 21,711.00    | 14,064.18  | .565                         | 64.78                    |  |
| Mats, screens, hassocks, and rugs, not exclusively of vegetable material, but in part or whole of wool or worsted.....sq. yds.. | 40 per cent.                      |             | 414,196.22            | 165,678.49           | 40                               |             |              |            |                              |                          |  |
| Carpets of wool, or in part of, not specially provided for.....sq. yds..                                                        | 40 per cent.                      | 35,155      | 36,605.00             | 14,642.00            | 40                               |             |              |            |                              |                          |  |
| Do.....sq. yds..                                                                                                                | 50 per cent.                      | 15,440.83   | 13,508.50             | 6,754.25             | 50                               | 38,344.31   | 33,402.20    | 16,701.10  | .871                         | 50                       |  |
| Total carpets and carpeting .....                                                                                               |                                   |             | 1,564,889.66          | 829,063.72           | 52.98                            |             | 1,377,050.11 | 851,540.86 |                              | 61.84                    |  |



*Imports of wool and woolens, including both entries for immediate consumption and withdrawals from warehouse for consumption, during the years ending June 30, 1893 and 1894.*

| Articles.                                                                                                                                                             | Rates of duty.                       | 1893        |                          |                        |                                                     |             | 1894                   |                        |                                           |                                     |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------|-------------|--------------------------|------------------------|-----------------------------------------------------|-------------|------------------------|------------------------|-------------------------------------------|-------------------------------------|
|                                                                                                                                                                       |                                      | Quantities. | Values.                  | Duties.                | Aver-<br>age ad<br>valo-<br>rem<br>rate of<br>duty. | Quantities. | Values.                | Duties.                | Average—                                  |                                     |
|                                                                                                                                                                       |                                      |             |                          |                        |                                                     |             |                        |                        | Value<br>per<br>unit of<br>quan-<br>tity. | Ad va-<br>lorem<br>rate of<br>duty. |
| Carpets and carpeting—<br>Aubusson, Axminster, moquette, and chenille<br>carpets, and carpets woven whole for rooms,<br>and Oriental, Berlin, and other similar rugs. | 60 c. p. sq. yd. and<br>40 per cent. | 441,750.32  | Dollars.<br>1,271,036.87 | Dollars.<br>773,464.93 | Per ct.<br>60.85                                    | 272,114.78  | Dollars.<br>768,395.00 | Dollars.<br>470,626.88 | Dolls.<br>2.82                            | Per ct.<br>61.25                    |
| Brussels carpets .....                                                                                                                                                | 44 c. p. sq. yd. and<br>40 per cent. | 67.744      | 71,821.00                | 58,535.77              | 81.50                                               | 50,075.75   | 52,682.00              | 43,106.13              | 1.05                                      | 81.82                               |
| Druggets and bockings, printed, colored, or<br>otherwise .....                                                                                                        | 22 c. p. sq. yd. and<br>40 per cent. | 4,471.93    | 2,311.00                 | 1,908.22               | 82.57                                               | 3,137.37    | 1,427.00               | 1,261.03               | .45                                       | 88.37                               |
| Felt carpeting .....                                                                                                                                                  | 11 c. p. sq. yd. and<br>40 per cent. | 6,836       | 3,331.00                 | 2,084.36               | 62.57                                               | 3,288.78    | 2,071.00               | 1,190.17               | .63                                       | 57.47                               |
| Saxony, Wilton, and Tournay velvet carpets...                                                                                                                         | 60 c. p. sq. yd. and<br>40 per cent. | 47,140.46   | 95,716.62                | 66,570.92              | 69.55                                               | 27,791.27   | 50,457.00              | 36,857.54              | 1.82                                      | 73.05                               |
| Tapestry brussels, printed on the warp or<br>otherwise .....                                                                                                          | 28 c. p. sq. yd. and<br>40 per cent. | 4,651.10    | 3,430.00                 | 2,774.31               | 77.97                                               | 2,348       | 2,211.00               | 1,541.84               | .94                                       | 69.73                               |
| Treble ingrain, three-ply, and all chain Vene-<br>tian carpets .....                                                                                                  | 19 c. p. sq. yd. and<br>40 per cent. | 33,484      | 27,603.63                | 17,403.41              | 63.05                                               | 20,530      | 14,829.00              | 9,832.30               | .72                                       | 66.30                               |
| Velvet and tapestry velvet carpets, printed on<br>the warp or otherwise .....                                                                                         | 40 c. p. sq. yd. and<br>40 per cent. | 36,992.25   | 46,447.00                | 33,375.70              | 71.86                                               | 18,888.50   | 23,490.00              | 16,951.40              | 1.24                                      | 72.16                               |
| Wool, Dutch, and two-ply ingrain carpets .....                                                                                                                        | 14 c. p. sq. yd. and<br>40 per cent. | 33,721.50   | 19,079.00                | 12,352.61              | 64.74                                               | 11,455      | 6,623.08               | 4,252.93               | .58                                       | 64.21                               |
| Carpets of wool, or in part of, not specially<br>provided for .....                                                                                                   | 50 per cent. ....                    | 10,691.83   | 15,839.00                | 7,919.50               | 50                                                  | 2,695.12    | 4,744.00               | 2,372.00               | 1.76                                      | 50                                  |
| Total carpets and carpeting .....                                                                                                                                     |                                      | 687,483.39  | 1,556,615.12             | 976,289.73             | 62.72                                               | 412,324.57  | 926,929.08             | 587,992.22             | 2.25                                      | 63.43                               |

WOOL.



Imports of wool and manufactures of wool entered for consumption, years ending June 30, 1895 and 1896. Quantities, values, rates of duty, and accruing duties.

| Articles.                                                                               | Rates of duty.                     | 1895        |                        |                        |                             |                          | 1896        |            |            |                             |                          |
|-----------------------------------------------------------------------------------------|------------------------------------|-------------|------------------------|------------------------|-----------------------------|--------------------------|-------------|------------|------------|-----------------------------|--------------------------|
|                                                                                         |                                    | Quantities. | Values.                | Duties.                | Average—                    |                          | Quantities. | Values.    | Duties.    | Average—                    |                          |
|                                                                                         |                                    |             |                        |                        | Value per unit of quantity. | Ad valorem rate of duty. |             |            |            | Value per unit of quantity. | Ad valorem rate of duty. |
| Carpets and carpeting—                                                                  |                                    |             |                        |                        |                             |                          |             |            |            |                             |                          |
| Aubusson, Axminster, and chenille carpets, etc.....sq. yds..                            | 60 c. per sq. yd. and 40 per cent. | 115,101.70  | Dollars.<br>314,037.15 | Dollars.<br>194,675.88 | Dollars.<br>2.73            | Per ct.<br>61.99         |             |            |            |                             |                          |
| Aubusson, Axminster, and chenille carpets, etc.....sq. yds..                            | 40 per cent.....                   | 291,434.41  | 792,035.28             | 316,814.11             | 2.72                        | 40                       | 105,377.75  | 258,975.00 | 103,590.00 | 2.46                        | 40                       |
| Brussels carpets.....sq. yds..                                                          | 44 c. p. sq. yd. and 40 per cent.  | 6,129       | 6,634.00               | 5,350.36               | 1.08                        | 80.65                    |             |            |            |                             |                          |
| Brussels carpets.....sq. yds..                                                          | 40 per cent.....                   | 60,909.20   | 62,074.52              | 24,829.81              | 1.02                        | 40                       |             |            |            |                             |                          |
| Druggets and bookings, printed, colored, or otherwise.....sq. yds..                     | 30 per cent.....                   | 2,406       | 822.00                 | 246.60                 | .34                         | 30                       | 138,488.01  | 143,165.10 | 57,266.04  | 1.03                        | 40                       |
| Felt carpeting.....sq. yds..                                                            | 11 c. p. sq. yd. and 40 per cent.  | 676         | 367.00                 | 221.16                 | .54                         | 60.26                    | 1,592       | 778.36     | 233.51     | .48                         | 30                       |
| Felt carpeting.....sq. yds..                                                            | 30 per cent.....                   | 5,697       | 2,840.00               | 852.00                 | .50                         | 30                       | 6,346       | 3,097.00   | 929.10     | .49                         | 30                       |
| Saxony, Wilton, and Tournay velvet carpets.....sq. yds..                                | 60 c. p. sq. yd. and 40 per cent.  | 10,895.44   | 26,904.00              | 17,298.87              | 2.47                        | 64.30                    |             |            |            |                             |                          |
| Saxony, Wilton, and Tournay velvet carpets.....sq. yds..                                | 40 per cent.....                   | 50,947.33   | 69,114.00              | 27,645.60              | 1.36                        | 40                       | 85,831.79   | 128,057.01 | 51,222.80  | 1.49                        | 40                       |
| Tapestry brussels, printed on the warp or otherwise.....sq. yds..                       | 28 c. p. sq. yd. and 40 per cent.  | 1,669       | 768.00                 | 774.52                 | .46                         | 100.85                   |             |            |            |                             |                          |
| Tapestry brussels, printed on the warp or otherwise.....sq. yds..                       | 42½ per cent.....                  | 28,182.87   | 16,341.60              | 6,945.18               | .58                         | 42.50                    | 41,653.22   | 24,512.75  | 10,417.93  | .59                         | 42.50                    |
| Treble ingrain, three-ply, and all chain Venetian carpets.....sq. yds..                 | 19 c. p. sq. yd. and 40 per cent.  | 685         | 495.00                 | 328.15                 | .72                         | 66.29                    |             |            |            |                             |                          |
| Treble ingrain, three-ply, and all chain Venetian carpets.....sq. yds..                 | 32½ per cent.....                  | 12,094      | 8,600.00               | 2,795.00               | .71                         | 32.50                    | 23,737      | 17,745.00  | 5,767.14   | .75                         | 32.50                    |
| Velvet and tapestry velvet carpets, printed on the warp or otherwise, square yards..... | 40 c. p. sq. yd. and 40 per cent.  | 8,469       | 10,923.00              | 7,756.80               | 1.29                        | 71.01                    |             |            |            |                             |                          |
| Velvet and tapestry velvet carpets, printed on the warp or otherwise, square yards..... | 40 per cent.....                   | 43,492.60   | 50,184.00              | 20,073.60              | 1.15                        | 40                       | 75,918.84   | 102,355.71 | 40,942.28  | 1.34                        | 40                       |



|                                                                               |                                      |              |                 |              |       |        |             |                 |              |       |        |
|-------------------------------------------------------------------------------|--------------------------------------|--------------|-----------------|--------------|-------|--------|-------------|-----------------|--------------|-------|--------|
| Wool, Dutch, and two-ply ingrain car-<br>pets.....sq. yds..                   | 14 c. p. sq. yd. and<br>40 per cent. | 1, 005       | 529. 00         | 352. 30      | . 52  | 66. 60 | .....       | .....           | .....        | ..... | .....  |
| Wool Dutch, and two-ply ingrain car-<br>pets.....sq. yds..                    | 30 per cent.....                     | 20, 557      | 11, 592. 00     | 3, 477. 60   | . 56  | 30     | 24, 853     | 14, 645. 00     | 4, 393. 50   | . 59  | 30     |
| Carpets of wool, or in part of, not spe-<br>cially provided for.....sq. yds.. | 50 per cent.....                     | 1, 665       | 2, 387. 00      | 1, 193. 50   | 1. 43 | 50     | .....       | .....           | .....        | ..... | .....  |
| Carpets of wool, or in part of, not spe-<br>cially provided for.....sq. yds.. | 30 per cent.....                     | 4, 778. 60   | 7, 548. 00      | 2, 264. 40   | 1. 56 | 30     | 18, 291. 50 | 16, 507. 25     | 4, 952. 18   | . 90  | 30     |
| Mats, rugs, etc.....                                                          | 40 per cent.....                     | .....        | .....           | .....        | ..... | .....  | .....       | 1, 314, 665. 00 | 525, 866. 00 | ..... | 40     |
| Duty remitted.....                                                            | .....                                | .....        | .....           | .....        | ..... | .....  | .....       | 814. 00         | .....        | ..... | .....  |
| Total carpets and carpeting.....                                              | .....                                | 666, 794. 15 | 1, 384, 195. 55 | 633, 895. 44 | 2. 08 | 45. 79 | .....       | 2, 025, 317. 18 | 805, 580. 48 | ..... | 39. 79 |



*Statistics of carpet mills, 1850-1890.*

[United States Census.]

| Years.     | Number of establishments. | Capital.            | Miscellaneous expenses. | Average number of employees. | Total wages. | Cost of materials used. | Value of products. |
|------------|---------------------------|---------------------|-------------------------|------------------------------|--------------|-------------------------|--------------------|
| 1850 ..... | 116                       | \$3,852,981         | .....                   | 6,186                        | \$1,246,560  | \$3,075,592             | \$5,401,234        |
| 1860 ..... | 213                       | 4,721,768           | .....                   | 6,681                        | 1,545,692    | 4,417,986               | 7,857,636          |
| 1870 ..... | 215                       | 12,540,750          | .....                   | 12,098                       | 4,681,718    | 13,577,993              | 21,761,573         |
| 1880 ..... | 195                       | 21,468,587          | .....                   | 20,371                       | 6,835,218    | 18,984,877              | 31,792,802         |
| 1890 ..... | 173                       | <i>a</i> 38,208,842 | \$1,819,441             | 29,121                       | 11,633,116   | 28,644,905              | 47,770,193         |

*a* This amount does not include the value of "hired property."

In the present census there has been secured a closer subdivision of the number of looms employed upon each variety of carpets than has heretofore been made. The number of ingrain power looms has increased from 1,873 to 4,214; the number of brussels power looms from 756 to 1,224, and the number of tapestry brussels looms from 547 to 1,498.

There has been an increased production from this increased weaving machinery very nearly commensurate with the enlarged capacity thus indicated, as is shown by the following table, in which the relative quantities of the different varieties of carpets manufactured in 1890 and 1880 are set forth in detail:

## CARPETS.

| Years.  | Total carpets (running yards). | Ingrain, 2-ply (square yards). | Ingrain, 3-ply (square yards). | Ingrain art (square yards). | Venetian (running yards). | Body brussels (running yards). | Tapestry brussels (running yards). | Tapestry velvet (running yards). |
|---------|--------------------------------|--------------------------------|--------------------------------|-----------------------------|---------------------------|--------------------------------|------------------------------------|----------------------------------|
| 1890... | 74,770,910                     | 32,918,659                     | 3,251,368                      | 553,513                     | .....                     | 6,245,465                      | 23,205,844                         | 2,482,128                        |
| 1880... | 39,282,634                     | 21,986,434                     | 862,394                        | .....                       | 1,984,201                 | 4,077,190                      | 9,441,195                          | 60,000                           |

| Years.  | Wilton (running yards). | Axminster (running yards). | Moquette (running yards). | Smyrna (square yards). | Cottage (square yards). | Dutch (square yards). | Rag (square yards). | All other (square yards). |
|---------|-------------------------|----------------------------|---------------------------|------------------------|-------------------------|-----------------------|---------------------|---------------------------|
| 1890... | 1,030,101               | 379,341                    | 3,193,186                 | 127,177                | .....                   | .....                 | 71,310              | 1,312,818                 |
| 1880... | 157,629                 | 303,366                    | .....                     | .....                  | 241,220                 | 12,000                | 157,005             | .....                     |

The ordinary ingrain carpet width is 1 yard, but other carpets are usually made three-quarters of a yard in width. These figures show an increase of about 90 per cent in the production of carpets.

The increase in the manufacture of rugs and art squares is even greater than in carpets. In 1880 the census reported the manufacture of 40,000 separate druggets. In 1890 the druggets are reported in square yards, of which there were 103,258 square yards manufactured. In rugs of all descriptions there were made in 1880, 47,530, and in 1890, 1,563,303. Many of our largest manufacturers turned their machinery largely to the making of rugs, in response to the popular taste for partially covered floors. The greater part of this manufacture was of the cheaper grades, but the product also contained many rugs of a very high quality of material and workmanship, commendable for the skill and taste displayed in coloring and pattern. While these American rugs do not take the place of the eastern hand-made rugs, which remain unrivaled by the products of machine manufacture, they easily stand the test of comparison with any similar work done in Europe.

*Statistics of carpets manufactured in the United States during the year ending June 1, 1860*

| United States.             | Number of establishments. | Capital invested. | Raw materials used. |                   |                 | Cost of raw material. |
|----------------------------|---------------------------|-------------------|---------------------|-------------------|-----------------|-----------------------|
|                            |                           |                   | Pounds of wool.     | Pounds of cotton. | Pounds of flax. |                       |
| Total in United States.... | 213                       | \$4,721,768       | 8,843,691           | 395,000           | 800,000         | \$4,417,986           |



*Statistics of carpets manufactured in the United States, etc.—Continued.*

| United States.             | Number of hands employed. |         | Annual cost of labor. | Annual value of products. |             | Per cent increase. | Yards of carpeting produced. | Average value per yard. |
|----------------------------|---------------------------|---------|-----------------------|---------------------------|-------------|--------------------|------------------------------|-------------------------|
|                            | Male.                     | Female. |                       | In 1860.                  | In 1850.    |                    |                              |                         |
| Total in United States.... | 3,910                     | 2,771   | \$1,545,692           | \$7,857,636               | \$5,402,634 | 4.54               | 13,285,921                   | <i>Cents.</i><br>59     |

*The United States by specified industries, 1870.*

| Mechanical and manufacturing industries. | Estab-lish-ments. | Steam engines. |     | Water wheels. |     | Hands employed. |                 |                    |        |
|------------------------------------------|-------------------|----------------|-----|---------------|-----|-----------------|-----------------|--------------------|--------|
|                                          |                   | Horse-power.   | No. | Horse-power.  | No. | All.            | Males above 16. | Fe-males above 15. | Youth. |
| Carpets, rag.....                        | 474               | 60             | 2   | 24            | 2   | 1,016           | 874             | 116                | 26     |
| Carpets, other than rag.....             | 215               | 3,017          | 45  | 702           | 18  | 12,098          | 6,808           | 4,316              | 974    |

| Mechanical and manufacturing industries. | Capital.   | Wages.    | Materials. | Products.  |
|------------------------------------------|------------|-----------|------------|------------|
|                                          | Dollars.   | Dollars.  | Dollars.   | Dollars.   |
| Carpets, rag.....                        | 310,744    | 141,148   | 498,595    | 1,005,327  |
| Carpets, other than rag.....             | 12,540,750 | 4,681,718 | 13,577,993 | 21,761,573 |

*Prices of wool in Philadelphia market, 1890 to 1896.*

[From summary of Finance and Commerce United States Treasury Department, Bureau of Statistics, reported by Coates Brothers.]

| Kinds of wool.                                             | 1890.       |             |             |             |             |             |             |             |             |             |             |             |
|------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                                            | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.      |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                            | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> |
| XX and above.....                                          | 32-35       | 32-35       | 32-35       | 33-34       | 32-34       | 33-35       | 33-35       | 32-33       | 32-33       | 32-34       | 33-35       | 32-35       |
| X.....                                                     | 31-32       | 31-32       | 31-32       | 31-32       | 31-32       | 31-33       | 31-33       | 30-32       | 30-32       | 31-32       | 32-33       | 31-32       |
| Medium.....                                                | 37-38       | 37-38       | 37-38       | 37-38       | 36-38       | 37-39       | 37-39       | 36-37       | 36-37       | 36-38       | 37-39       | 37-39       |
| Quarter blood.....                                         | 35-36       | 35-36       | 35-36       | 35-36       | 34-35       | 35-36       | 36-37       | 34-35       | 34-35       | 35-36       | 36-38       | 36-38       |
| Common and cotted.....                                     | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 30-32       | 32-34       | 30-33       |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED. |             |             |             |             |             |             |             |             |             |             |             |             |
| XX.....                                                    | 30-31       | 30-31       | 30-31       | 30-31       | 30-31       | 30-32       | 30-32       | 29-30       | 29-30       | 29-30       | 30-31       | 30-31       |
| X.....                                                     | 28-30       | 28-30       | 28-30       | 28-30       | 28-29       | 29-30       | 29-30       | 28-30       | 28-30       | 38-30       | 29-30       | 29-30       |
| Medium.....                                                | 36-37       | 36-37       | 36-37       | 36-37       | 35-37       | 36-37       | 36-38       | 35-36       | 35-36       | 35-37       | 37-38       | 37-38       |
| Quarter blood.....                                         | 35-36       | 35-36       | 35-36       | 35-36       | 34-35       | 34-35       | 35-36       | 33-35       | 33-35       | 34-35       | 36-37       | 36-37       |
| Common and cotted.....                                     | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 30-32       | 30-33       | 30-33       |
| COMBING AND DELAINE FLEECE.                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Washed, fine delaine.....                                  | 33-36       | 33-36       | 33-36       | 33-36       | 33-36       | 35-37       | 35-37       | 33-36       | 33-36       | 34-36       | 35-38       | 35-37       |
| Washed, medium.....                                        | 38-40       | 38-40       | 38-40       | 38-40       | 38-40       | 38-41       | 38-41       | 38-39       | 38-39       | 38-40       | 40-43       | 40-42       |
| Washed, low.....                                           | 36-38       | 36-38       | 36-38       | 36-38       | 36-38       | 36-38       | 36-38       | 35-36       | 35-36       | 36-37       | 37-39       | 37-38       |
| Washed, coarse.....                                        | 32-34       | 32-34       | 32-33       | 32-33       | 32-33       | 32-33       | 32-33       | 30-33       | 30-33       | 32-34       | 34-36       | 34-36       |
| Unwashed, medium.....                                      | 38-30       | 28-30       | 28-30       | 28-30       | 28-30       | 29-32       | 30-32       | 28-30       | 28-30       | 28-30       | 30-33       | 30-32       |
| Unwashed, low and coarse                                   | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 25-26       | 25-26       | 25-26       | 26-29       | 26-28       |
| Unwashed, braid.....                                       |             |             |             |             |             |             |             |             |             |             | 23-25       | 23-25       |
| UNWASHED.                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| Light and bright.                                          |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine.....                                                  | 20-22       | 20-22       | 20-22       | 20-22       | 19-21       | 20-24       | 20-23       | 19-22       | 19-22       | 20-22       | 21-23       | 20-22       |
| Medium.....                                                | 26-29       | 26-29       | 26-29       | 26-29       | 26-28       | 27-29       | 27-30       | 26-28       | 26-28       | 27-28       | 28-30       | 27-29       |
| Low medium.....                                            | 25-27       | 25-27       | 25-27       | 25-27       | 25-26       | 25-27       | 25-27       | 24-26       | 24-26       | 24-26       | 26-28       | 25-27       |
| Coarse or burry.....                                       | 20-25       | 20-25       | 20-25       | 20-25       | 20-23       | 20-23       | 20-23       | 20-22       | 20-22       | 20-22       | 20-24       | 20-23       |



*Prices of wool in Philadelphia market, 1890 to 1896—Continued.*

| Kinds of wool.                               | 1890.       |             |             |             |             |             |             |             |             |             |             |             |
|----------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                              | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| UNWASHED—continued.                          |             |             |             |             |             |             |             |             |             |             |             |             |
| <i>Dark colored.</i>                         |             |             |             |             |             |             |             |             |             |             |             |             |
|                                              | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> |
| Light, fine.....                             | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 17-20       | 17-20       | 16-18       | 16-18       | 16-18       | 18-19       | 17-19       |
| Heavy, fine.....                             | 17-20       | 17-20       | 17-20       | 17-20       | 17-19       | 14-16       | 14-16       | 13-15       | 13-15       | 13-15       | 15-17       | 14-16       |
| Medium.....                                  | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 22-24       | 22-24       | 20-22       | 20-22       | 20-22       | 21-24       | 21-23       |
| Fine medium.....                             | 20-22       | 20-22       | 20-22       | 20-22       | 20-24       | 20-22       | 18-22       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| Coarse.....                                  | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 18-22       | 18-22       |
| COLORADO.                                    |             |             |             |             |             |             |             |             |             |             |             |             |
| Medium and fine, choice.                     | 22-25       | 22-25       | 22-24       | 22-24       | 22-24       | 22-25       | 22-25       | 21-24       | 21-24       | 21-24       | 23-25       | 22-25       |
| Medium and fine, heavy.                      | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 15-18       | 15-18       | 15-18       | 17-20       | 16-20       |
| Common and quarter blood.....                | 19-20       | 18-19       | 18-19       | 18-19       | 18-19       | 18-19       | 18-20       | 18-20       | 18-20       | 18-20       | 20-22       | 20-21       |
| Coarse, carpet.....                          | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 18-20       | 18-20       |
| NEW MEXICAN.                                 |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice improved.....                         | 21-24       | 21-23       | 21-23       | 21-23       | 21-23       | 22-24       | 22-24       | 20-23       | 20-23       | 20-23       | 22-24       | 21-23       |
| Partly improved.....                         | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 19-21       | 19-21       | 18-20       | 18-20       | 18-20       | 20-22       | 20-21       |
| Coarse, carpet, light.....                   | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 19-20       | 18-20       |
| Coarse, carpet, heavy or sandy.....          | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 16-18       | 16-18       |
| Black.....                                   | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 14-16       | 14-16       | 14-16       | 15-17       | 15-17       |
| TEXAS.                                       |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine, 12 months.....                         | 20-23       | 20-23       | 20-23       | 20-23       | 20-22       | 20-22       | 20-22       | 19-21       | 19-21       | 19-21       | 20-24       | 20-23       |
| Medium, 12 months.....                       | 23-26       | 23-26       | 23-26       | 23-26       | 23-26       | 23-26       | 24-26       | 22-24       | 22-24       | 22-24       | 22-26       | 22-24       |
| Coarse, 12 months.....                       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       |
| Fine, 6 and 8 months.....                    | 18-20       | 18-20       | 18-20       | 18-20       | 17-19       | 17-20       | 17-20       | 16-20       | 16-20       | 16-20       | 18-22       | 18-20       |
| Medium, 6 and 8 months.....                  | 20-22       | 18-22       | 18-22       | 18-22       | 18-23       | 18-24       | 18-24       | 18-22       | 18-22       | 18-22       | 18-24       | 18-22       |
| Coarse, 6 and 8 months.....                  | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 14-17       | 14-17       | 14-17       | 14-17       | 14-17       |
| MONTANA.                                     |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, fine, bright.....                  | 19-22       | 18-22       | 18-22       | 18-22       | 18-22       | 18-22       | 20-22       | 18-20       | 18-20       | 18-20       | 19-21       | 19-21       |
| Unwashed, medium, bright.....                | 22-24       | 21-24       | 21-24       | 21-24       | 21-24       | 22-25       | 24-26       | 22-24       | 22-24       | 22-24       | 22-25       | 22-24       |
| Unwashed, coarse, bright.....                | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       |
| Unwashed, dark colored, heavy, or short..... | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 14-18       | 14-18       | 14-18       | 16-20       | 16-20       |
| UTAH AND WYOMING.                            |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, light, fine.....                   | 18-21       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| Unwashed, heavy, fine.....                   | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 14-16       | 14-16       | 14-16       | 14-16       | 15-18       | 14-16       |
| Unwashed, fine medium.....                   | 18-22       | 18-22       | 18-22       | 18-20       | 18-20       | 18-21       | 18-21       | 17-20       | 17-20       | 18-20       | 19-22       | 18-21       |



*Price of wool in Philadelphia market, 1890 to 1896—Continued.*

| 1891.                                                      |             |             |             |             |             |             |             |             |             |             |             |             |
|------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Kinds of wool.                                             | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.      |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                            | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> |
| XX and above .....                                         | 32-34       | 32-34       | 32-34       | 32-34       | 32-34       | 32-34       | 31-33       | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       |
| X .....                                                    | 31-32       | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       | 29-31       | 29-30       | 29-30       | 29-30       | 29-30       | 28-30       |
| Medium .....                                               | 37-38       | 37-38       | 37-38       | 37-38       | 37-38       | 37-38       | 36-37       | 35-36       | 35-36       | 35-36       | 35-36       | 35-36       |
| Quarter blood .....                                        | 36-37       | 36-37       | 36-37       | 36-37       | 36-37       | 35-37       | 34-35       | 33-34       | 33-34       | 33-34       | 34-35       | 34-35       |
| Common and cotted .....                                    | 30-33       | 30-33       | 30-33       | 30-33       | 30-33       | 30-33       | 28-31       | 28-29       | 29-31       | 30-32       | 30-32       | 30-32       |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED. |             |             |             |             |             |             |             |             |             |             |             |             |
| XX .....                                                   | 29-30       | 29-30       | 29-30       | 29-30       | 29-30       | 29-31       | 29-30       | 28-29       | 28-29       | 28-29       | 28-30       | 28-30       |
| X .....                                                    | 28-29       | 28-29       | 28-29       | 28-29       | 28-29       | 28-30       | 27-29       | 27-28       | 27-28       | 27-28       | 27-28       | 27-28       |
| Medium .....                                               | 36-38       | 36-38       | 36-38       | 36-38       | 36-38       | 36-37       | 35-36       | 34-35       | 34-35       | 34-35       | 34-35       | 34-35       |
| Quarter blood .....                                        | 35-36       | 35-36       | 35-36       | 35-36       | 35-36       | 35-36       | 33-35       | 32-34       | 32-34       | 32-34       | 33-34       | 33-34       |
| Common and cotted .....                                    | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       | 28-30       | 27-29       | 28-30       | 29-31       | 30-31       | 30-31       |
| COMBING AND DELAINE FLEECE.                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Washed, fine delaine .....                                 | 34-37       | 34-37       | 35-37       | 35-37       | 35-37       | 35-37       | 34-36       | 33-35       | 33-35       | 33-35       | 34-35       | 33-35       |
| Washed, medium .....                                       | 39-41       | 40-42       | 40-42       | 40-42       | 40-42       | 38-40       | 38-39       | 37-39       | 37-39       | 37-39       | 38-39       | 37-39       |
| Washed, low .....                                          | 36-38       | 36-38       | 37-38       | 37-38       | 37-38       | 36-38       | 35-37       | 35-36       | 35-36       | 35-36       | 35-36       | 34-36       |
| Washed, coarse .....                                       | 34-35       | 34-35       | 34-35       | 34-35       | 34-35       | 33-35       | 32-35       | 32-35       | 32-35       | 32-35       | 32-35       | 32-34       |
| Unwashed, medium .....                                     | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       | 30-31       | 29-30       | 29-30       | 29-30       | 29-30       | 28-30       |
| Unwashed, low and coarse .....                             | 26-28       | 26-28       | 26-28       | 26-28       | 26-28       | 26-28       | 25-27       | 25-26       | 25-26       | 25-26       | 25-26       | 25-26       |
| Unwashed, braid .....                                      | 22-24       | 22-24       | 22-24       | 22-24       | 22-24       | 22-24       | 21-23       | 21-23       | 21-23       | 21-23       | 22-23       | 22-23       |
| UNWASHED.                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| <i>Light and bright.</i>                                   |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine .....                                                 | 20-22       | 20-22       | 20-22       | 20-22       | 20-22       | 20-22       | 19-21       | 19-21       | 19-22       | 19-22       | 19-22       | 19-21       |
| Medium .....                                               | 27-29       | 27-29       | 27-29       | 27-29       | 27-29       | 28-30       | 26-29       | 25-27       | 25-27       | 25-27       | 26-28       | 26-28       |
| Low medium .....                                           | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 24-26       | 23-25       | 23-25       | 23-25       | 24-26       | 24-26       |
| Coarse or burry .....                                      | 20-23       | 20-23       | 20-23       | 20-23       | 20-23       | 20-23       | 18-22       | 18-21       | 18-21       | 18-21       | 18-21       | 18-21       |
| <i>Dark colored.</i>                                       |             |             |             |             |             |             |             |             |             |             |             |             |
| Light, fine .....                                          | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       |
| Heavy, fine .....                                          | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-15       |
| Medium .....                                               | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 20-23       | 20-22       | 20-22       | 20-22       | 20-22       | 20-22       | 19-21       |
| Fine medium .....                                          | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-18       |
| Coarse .....                                               | 18-22       | 18-22       | 18-22       | 18-22       | 18-22       | 18-22       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 17-20       |
| COLORADO.                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| Medium and fine, choice .....                              | 22-25       | 22-25       | 22-25       | 22-25       | 22-25       | 22-25       | 22-24       | 22-24       | 22-25       | 22-25       | 22-25       | 21-24       |
| Medium and fine, heavy .....                               | 16-20       | 16-20       | 16-18       | 16-18       | 16-18       | 16-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       |
| Common and quarter blood .....                             | 20-21       | 20-21       | 20-21       | 20-21       | 20-21       | 19-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| Coarse, carpet .....                                       | 17-19       | 17-19       | 17-18       | 17-18       | 17-18       | 17-18       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       |
| NEW MEXICAN.                                               |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice improved .....                                      | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 20-22       | 20-22       | 21-24       | 21-24       | 21-24       | 21-23       |
| Partly improved .....                                      | 20-21       | 20-21       | 20-21       | 20-21       | 20-21       | 19-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 17-20       |
| Coarse, carpet, light .....                                | 17-19       | 17-19       | 16-18       | 16-18       | 17-18       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 15-16       |
| Coarse, carpet, heavy or sandy .....                       | 15-17       | 15-17       | 15-16       | 15-16       | 15-16       | 15-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-15       |
| Black .....                                                | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       |
| TEXAS.                                                     |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine, 12 months .....                                      | 20-23       | 20-24       | 20-23       | 20-23       | 20-23       | 20-22       | 20-22       | 20-22       | 20-22       | 20-22       | 20-22       | 20-22       |
| Medium, 12 months .....                                    | 22-24       | 22-26       | 23-25       | 23-25       | 23-25       | 23-25       | 23-24       | 23-24       | 23-24       | 23-24       | 23-24       | 22-24       |
| Coarse, 12 months .....                                    | 17-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       |
| Fine, 6 and 8 months .....                                 | 18-20       | 18-22       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 16-20       |
| Medium, 6 and 8 months .....                               | 18-22       | 20-23       | 20-22       | 20-22       | 20-22       | 20-22       | 20-21       | 20-21       | 20-21       | 20-21       | 20-21       | 18-20       |
| Coarse, 6 and 8 months .....                               | 14-17       | 14-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       |
| MONTANA.                                                   |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, fine, bright .....                               | 18-20       | 18-20       | 18-20       | 18-20       | 18-22       | 18-22       | 17-21       | 17-21       | 17-21       | 17-21       | 17-21       | 17-20       |
| Unwashed, medium, bright .....                             | 21-23       | 21-23       | 21-23       | 21-23       | 21-24       | 21-24       | 21-24       | 21-24       | 21-24       | 21-24       | 21-24       | 21-23       |
| Unwashed, coarse, bright .....                             | 17-20       | 17-20       | 17-20       | 17-20       | 18-22       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 17-20       |
| Unwashed, dark colored, heavy or short .....               | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       |



*Price of wool in Philadelphia market, 1890 to 1896—Continued.*

| Kinds of wool.                                             | 1891.       |             |             |             |             |             |             |             |             |             |             |             |
|------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                                            | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| UTAH AND WYOMING.                                          |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                            | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> |
| Unwashed, light, fine . . . .                              | 17-19       | 17-19       | 17-19       | 17-19       | 18-20       | 18-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       |
| Unwashed, heavy, fine . . . .                              | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       |
| Unwashed, fine medium . . . .                              | 18-20       | 16-20       | 16-20       | 16-20       | 18-22       | 18-22       | 18-21       | 18-21       | 18-21       | 18-21       | 18-21       | 18-21       |
| Unwashed, selected, medium . . . . .                       | 20-22       | 20-22       | 20-22       | 20-22       | 22-24       | 22-24       | 22-24       | 22-24       | 22-24       | 22-24       | 22-24       | 21-23       |
| Unwashed, low . . . . .                                    | 18-20       | 18-20       | 18-20       | 18-20       | 18-22       | 18-22       | 18-21       | 18-21       | 18-21       | 18-21       | 18-21       | 18-20       |
| TUB WASHED.                                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice, selected . . . . .                                 | 38-40       | 38-42       | 38-42       | 38-42       | 38-42       | 38-42       | 37-40       | 37-40       | 37-40       | 37-40       | 37-40       | 36-38       |
| Fair, ordinary . . . . .                                   | 35-38       | 36-38       | 36-38       | 36-38       | 36-38       | 36-38       | 34-37       | 34-37       | 34-37       | 34-37       | 34-37       | 33-36       |
| Coarse . . . . .                                           | 32-35       | 32-35       | 32-35       | 32-35       | 32-35       | 32-35       | 32-34       | 32-34       | 32-34       | 32-34       | 32-34       | 31-33       |
| PULLED.                                                    |             |             |             |             |             |             |             |             |             |             |             |             |
| City merino . . . . .                                      | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 26-28       | 26-28       | 26-28       | 26-28       | 26-28       | 25-28       |
| City super and lambs . . . .                               | 32-34       | 32-34       | 32-35       | 32-35       | 32-35       | 30-33       | 30-33       | 30-33       | 30-33       | 30-33       | 30-33       | 28-32       |
| Western super and lambs . . . .                            | 28-30       | 28-30       | 28-32       | 28-32       | 28-32       | 27-30       | 25-30       | 25-30       | 25-30       | 25-30       | 25-30       | 25-28       |
| Short merino and shearlings . . . . .                      | 20-22       | 20-22       | 20-22       | 20-22       | 20-22       | 16-20       | 18-21       | 18-21       | 19-22       | 19-22       | 19-22       | 19-22       |
| Kinds of wool.                                             | 1892.       |             |             |             |             |             |             |             |             |             |             |             |
|                                                            | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.      |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                            | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> |
| XX and above . . . . .                                     | 30-32       | 29-32       | 29-31       | 28-30       | 27-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 29-30       | 28-30       |
| X . . . . .                                                | 28-30       | 28-29       | 28-29       | 27-28       | 27-28       | 27-28       | 27-28       | 27-28       | 27-28       | 27-28       | 28-29       | 27-28       |
| Medium . . . . .                                           | 35-36       | 35-36       | 34-35       | 34-35       | 33-34       | 33-35       | 33-35       | 33-35       | 33-34       | 33-34       | 33-34       | 33-34       |
| Quarter blood . . . . .                                    | 34-35       | 34-35       | 33-34       | 33-34       | 32-33       | 33-34       | 33-34       | 33-34       | 32-33       | 32-33       | 33-34       | 33-34       |
| Common and cotted . . . . .                                | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       | 28-31       | 28-31       | 28-30       | 28-30       | 28-30       | 28-30       |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED. |             |             |             |             |             |             |             |             |             |             |             |             |
| XX . . . . .                                               | 28-30       | 28-30       | 28-29       | 27-28       | 26-27       | 27-28       | 27-28       | 27-28       | 27-28       | 27-28       | 27-28       | 26-28       |
| X . . . . .                                                | 27-28       | 27-28       | 26-28       | 26-27       | 25-26       | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 26-28       | 25-27       |
| Medium . . . . .                                           | 34-35       | 34-35       | 33-34       | 33-34       | 32-33       | 33-34       | 33-34       | 33-34       | 32-33       | 32-33       | 32-34       | 32-34       |
| Quarter blood . . . . .                                    | 33-34       | 33-34       | 32-33       | 32-33       | 32-33       | 32-33       | 32-33       | 32-33       | 32-33       | 32-33       | 32-33       | 32-33       |
| Common and cotted . . . . .                                | 30-31       | 30-31       | 30-31       | 30-31       | 30-31       | 30-31       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       | 28-30       |
| COMBING AND DELAINE FLEECE.                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Washed, fine delaine . . . .                               | 33-35       | 33-35       | 33-34       | 32-34       | 31-33       | 31-33       | 31-33       | 31-33       | 30-32       | 30-32       | 30-32       | 30-32       |
| Washed, medium . . . . .                                   | 37-39       | 37-38       | 36-38       | 35-38       | 34-37       | 35-37       | 35-37       | 35-37       | 34-35       | 34-35       | 34-36       | 34-36       |
| Washed, low . . . . .                                      | 34-36       | 34-36       | 34-36       | 34-36       | 33-35       | 34-35       | 34-35       | 34-35       | 33-34       | 33-34       | 33-35       | 33-35       |
| Washed, coarse . . . . .                                   | 32-34       | 32-34       | 32-34       | 32-33       | 30-33       | 30-33       | 30-33       | 30-33       | 30-32       | 30-32       | 30-32       | 30-32       |
| Unwashed, medium . . . . .                                 | 28-30       | 27-29       | 27-28       | 27-28       | 26-27       | 26-28       | 26-28       | 26-28       | 26-27       | 26-27       | 26-28       | 26-28       |
| Unwashed, low and coarse . . . . .                         | 25-26       | 25-26       | 25-26       | 25-26       | 25-26       | 26-27       | 26-27       | 26-27       | 25-26       | 25-26       | 25-27       | 25-27       |
| Unwashed, braid . . . . .                                  | 22-23       | 22-23       | 22-23       | 22-23       | 21-23       | 21-23       | 21-23       | 21-23       | 20-22       | 21-23       | 22-24       | 21-23       |
| UNWASHED.                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| <i>Light and bright.</i>                                   |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine . . . . .                                             | 19-21       | 19-21       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 19-21       | 19-21       | 19-21       | 19-21       | 19-21       |
| Medium . . . . .                                           | 26-28       | 26-27       | 25-26       | 25-26       | 25-26       | 25-27       | 25-27       | 25-27       | 25-26       | 25-26       | 25-27       | 25-27       |
| Low medium . . . . .                                       | 24-26       | 24-26       | 24-25       | 24-25       | 24-25       | 25-26       | 24-26       | 24-26       | 23-25       | 23-25       | 24-26       | 24-26       |
| Coarse or burry . . . . .                                  | 18-21       | 18-22       | 18-22       | 18-22       | 18-22       | 18-22       | 18-22       | 18-22       | 18-21       | 18-21       | 18-21       | 18-21       |
| <i>Dark colored.</i>                                       |             |             |             |             |             |             |             |             |             |             |             |             |
| Light, fine . . . . .                                      | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       |
| Heavy, fine . . . . .                                      | 14-15       | 14-15       | 14-15       | 14-15       | 14-15       | 14-15       | 14-15       | 14-15       | 14-15       | 14-15       | 14-15       | 14-15       |
| Medium . . . . .                                           | 19-21       | 19-21       | 19-21       | 19-21       | 19-21       | 19-22       | 19-22       | 19-22       | 19-22       | 19-22       | 20-22       | 20-22       |
| Finemedium . . . . .                                       | 17-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 17-19       | 17-19       |
| Coarse . . . . .                                           | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 18-20       | 18-20       |



## Price of wool in Philadelphia market, 1890 to 1896—Continued.

| Kinds of wool.                                                    | 1892.       |             |             |             |             |             |             |             |             |             |             |             |
|-------------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                                                   | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| <b>COLORADO.</b>                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                                   | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> |
| Medium and fine, choice..                                         | 21-24       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       |
| Medium and fine, heavy..                                          | 15-18       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       |
| Common and quarter blood .....                                    | 18-20       | 18-20       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       |
| Coarse, carpet.....                                               | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-18       | 16-18       | 16-18       | 16-17       |
| <b>NEW MEXICAN.</b>                                               |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice improved.....                                              | 21-23       | 21-23       | 21-22       | 21-22       | 21-22       | 21-22       | 21-22       | 21-22       | 21-22       | 21-22       | 21-22       | 21-22       |
| Partly improved.....                                              | 17-20       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       |
| Coarse, carpet, light.....                                        | 15-16       | 15-16       | 15-16       | 15-16       | 15-16       | 15-16       | 15-16       | 15-16       | 16-17       | 16-17       | 16-17       | 16-17       |
| Coarse, carpet, heavy or sandy.....                               | 14-15       | 14-15       | 14-15       | 13-15       | 13-15       | 13-15       | 13-15       | 13-15       | 14-16       | 14-16       | 14-16       | 14-16       |
| Black.....                                                        | 14-16       | 13-15       | 13-15       | 13-15       | 13-15       | 13-15       | 12-15       | 12-15       | 13-15       | 13-15       | 13-15       | 13-15       |
| <b>TEXAS.</b>                                                     |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine, 12 months .....                                             | 20-22       | 20-21       | 20-21       | 20-21       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| Medium, 12 months .....                                           | 22-24       | 22-24       | 22-24       | 22-24       | 20-23       | 20-24       | 20-24       | 20-24       | 20-23       | 20-23       | 20-23       | 20-23       |
| Coarse, 12 months .....                                           | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 16-18       | 16-18       | 16-18       | 16-18       |
| Fine, 6 and 8 months.....                                         | 16-20       | 16-20       | 16-20       | 16-20       | 14-18       | 14-18       | 14-18       | 14-18       | 14-18       | 14-18       | 14-18       | 14-18       |
| Medium, 6 and 8 months..                                          | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| Coarse, 6 and 8 months....                                        | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-16       | 15-16       | 15-16       | 15-16       |
| <b>MONTANA.</b>                                                   |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, fine, bright...                                         | 17-20       | 17-20       | 17-20       | 17-20       | 17-18       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       |
| Unwashed, medium, bright .....                                    | 21-23       | 21-23       | 21-23       | 21-23       | 20-23       | 20-24       | 20-24       | 20-24       | 20-23       | 20-23       | 20-23       | 20-23       |
| Unwashed, coarse, bright                                          | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       |
| Unwashed, dark colored, heavy or short.....                       | 16-20       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       |
| <b>UTAH AND WYOMING.</b>                                          |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, light, fine ....                                        | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 16-18       | 16-18       | 16-18       | 16-18       |
| Unwashed, heavy, fine...                                          | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       |
| Unwashed, fine medium..                                           | 18-21       | 18-21       | 18-21       | 18-21       | 17-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| Unwashed, selected medium .....                                   | 21-23       | 21-23       | 21-23       | 21-23       | 20-22       | 22-24       | 22-24       | 22-24       | 21-22       | 21-22       | 21-22       | 21-22       |
| Unwashed, low .....                                               | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| <b>TUB WASHED.</b>                                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice, selected.....                                             | 36-38       | 35-36       | 35-36       | 35-36       | 35-36       | 35-36       | 35-36       | 35-36       | 34-35       | 34-35       | 34-35       | 34-35       |
| Fair, ordinary .....                                              | 33-36       | 33-35       | 33-35       | 33-35       | 33-35       | 33-35       | 33-35       | 33-35       | 32-33       | 32-33       | 32-33       | 32-33       |
| Coarse .....                                                      | 31-33       | 31-33       | 31-33       | 31-33       | 31-33       | 31-33       | 31-33       | 31-33       | 30-32       | 30-32       | 30-32       | 30-32       |
| <b>PULLED.</b>                                                    |             |             |             |             |             |             |             |             |             |             |             |             |
| City merino.....                                                  | 25-28       | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 25-27       | 23-25       | 23-25       | 23-25       | 23-25       |
| City super and lambs....                                          | 28-32       | 28-30       | 28-30       | 28-30       | 28-30       | 28-31       | 28-31       | 28-31       | 30-33       | 30-33       | 30-33       | 30-33       |
| Western super and lambs                                           | 25-28       | 25-28       | 25-28       | 25-28       | 25-28       | 26-29       | 26-29       | 26-29       | 26-29       | 26-29       | 26-29       | 26-29       |
| Short merino and shearlings.....                                  | 19-22       | 19-22       | 19-22       | 19-22       | 19-22       | 19-22       | 19-22       | 16-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| <b>1893.</b>                                                      |             |             |             |             |             |             |             |             |             |             |             |             |
| Kinds of wool.                                                    | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
|                                                                   | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> |
| <b>OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.</b>      |             |             |             |             |             |             |             |             |             |             |             |             |
| XX and above .....                                                | 28-30       | 29-30       | 31-32       | 31-32       | 30-31       | 27-29       | 25-26       | 24-25       | 23-25       | 22-25       | 22-25       | 22-25       |
| X.....                                                            | 27-28       | 28-29       | 29-30       | 29-30       | 28-30       | 26-27       | 24-25       | 23-24       | 22-23       | 21-22       | 21-22       | 21-22       |
| Medium .....                                                      | 33-34       | 34-36       | 35-36       | 35-36       | 34-35       | 31-32       | 27-28       | 26-28       | 25-26       | 24-25       | 24-25       | 24-25       |
| Quarter blood.....                                                | 33-34       | 34-35       | 34-35       | 34-35       | 33-34       | 30-32       | 26-27       | 25-26       | 24-25       | 24-25       | 24-25       | 24-25       |
| Common and cotted.....                                            | 28-30       | 30-32       | 30-32       | 30-32       | 29-30       | 26-28       | 24-25       | 23-24       | 20-22       | 20-22       | 20-22       | 20-22       |
| <b>NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED.</b> |             |             |             |             |             |             |             |             |             |             |             |             |
| XX.....                                                           | 26-28       | 27-29       | 28-30       | 28-30       | 27-29       | 26-27       | 23-25       | 23-24       | 21-23       | 21-22       | 21-22       | 21-22       |
| X.....                                                            | 25-27       | 26-28       | 27-28       | 27-28       | 26-28       | 25-26       | 22-23       | 21-23       | 20-22       | 19-21       | 19-21       | 19-21       |
| Medium .....                                                      | 32-34       | 33-35       | 34-35       | 34-35       | 33-34       | 30-32       | 26-27       | 26-27       | 24-25       | 23-25       | 23-24       | 23-24       |
| Quarter blood.....                                                | 32-33       | 33-34       | 33-34       | 33-34       | 32-33       | 30-31       | 25-26       | 25-26       | 23-24       | 23-24       | 23-24       | 23-24       |
| Common and cotted.....                                            | 28-30       | 30-32       | 30-32       | 30-32       | 28-30       | 26-28       | 24-25       | 22-24       | 18-22       | 18-22       | 18-22       | 18-22       |



## 1486 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

Price of wool in Philadelphia market, 1890 to 1896—Continued.

| Kinds of wool.                               | 1893.       |             |             |             |             |             |             |             |             |             |             |             |
|----------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                              | Jan.        | Feb.        | Mar.        | Apr.        | May         | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| COMBING AND DELAINE FLEECE.                  | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> |
| Washed, fine delaine.....                    | 30-32       | 31-33       | 31-33       | 31-33       | 30-32       | 28-30       | 25-27       | 24-26       | 24-25       | 24-25       | 24-25       | 24-25       |
| Washed, medium .....                         | 34-36       | 35-37       | 35-37       | 35-37       | 35-36       | 32-34       | 28-30       | 27-28       | 26-28       | 25-26       | 25-26       | 25-26       |
| Washed, low .....                            | 33-35       | 35-36       | 35-36       | 35-36       | 34-35       | 31-32       | 27-28       | 26-27       | 25-26       | 24-26       | 24-25       | 24-25       |
| Washed, coarse .....                         | 30-32       | 32-33       | 32-33       | 32-33       | 31-32       | 30-31       | 25-26       | 23-25       | 22-24       | 22-24       | 22-24       | 22-24       |
| Unwashed, medium .....                       | 26-28       | 27-28       | 27-29       | 27-29       | 27-28       | 24-25       | 21-23       | 21-22       | 20-21       | 20-21       | 20-21       | 20-21       |
| Unwashed, low medium..                       | 25-27       | 26-27       | 26-27       | 26-27       | 25-26       | 23-24       | 20-21       | 20-21       | 19-20       | 19-20       | 19-20       | 19-20       |
| Unwashed, braid .....                        | 21-23       | 22-24       | 22-24       | 22-24       | 21-23       | 20-21       | 18-20       | 17-19       | 15-17       | 15-17       | 15-17       | 15-17       |
| UNWASHED.                                    |             |             |             |             |             |             |             |             |             |             |             |             |
| Light and bright.                            |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine .....                                   | 19-21       | 20-22       | 20-22       | 20-22       | 18-21       | 16-19       | 15-18       | 15-17       | 14-16       | 13-16       | 13-16       | 13-16       |
| Medium .....                                 | 25-27       | 26-27       | 26-27       | 26-27       | 25-26       | 23-24       | 20-22       | 19-21       | 18-20       | 18-20       | 18-20       | 19-20       |
| Low medium .....                             | 24-26       | 25-26       | 25-26       | 25-26       | 24-25       | 22-24       | 19-20       | 18-20       | 17-19       | 17-19       | 17-19       | 18-19       |
| Coarse or burry .....                        | 18-21       | 18-22       | 18-22       | 18-22       | 18-20       | 15-17       | 17-18       | 15-17       | 14-16       | 13-15       | 13-15       | 14-16       |
| Dark colored.                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Light, fine .....                            | 16-18       | 17-19       | 17-19       | 17-19       | 17-18       | 15-17       | 13-15       | 12-14       | 12-13       | 10-12       | 10-12       | 10-12       |
| Heavy, fine .....                            | 14-15       | 15-16       | 15-16       | 15-16       | 14-16       | 12-15       | 11-12       | 8-12        | 8-10        | 8-10        | 8-10        | 8-10        |
| Medium .....                                 | 20-22       | 20-23       | 20-23       | 20-23       | 20-22       | 18-22       | 16-18       | 15-17       | 15-16       | 14-16       | 14-16       | 14-16       |
| Fine medium .....                            | 17-19       | 18-20       | 18-20       | 18-20       | 17-20       | 16-18       | 14-16       | 13-15       | 13-15       | 12-14       | 12-14       | 12-14       |
| Coarse .....                                 | 18-20       | 18-20       | 18-20       | 18-20       | 17-20       | 15-18       | 14-17       | 14-16       | 14-15       | 12-14       | 12-14       | 12-14       |
| COLORADO.                                    |             |             |             |             |             |             |             |             |             |             |             |             |
| Medium and fine, choice ..                   | 21-23       | 21-23       | 21-23       | 21-23       | 20-23       | 19-21       | 16-19       | 16-18       | 15-18       | 14-17       | 14-17       | 14-17       |
| Medium and fine, heavy..                     | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 13-15       | 12-14       | 10-12       | 8-12        | 8-12        | 8-12        | 8-12        |
| Common and quarter blood .....               | 18-20       | 18-20       | 18-20       | 18-20       | 17-20       | 16-18       | 14-16       | 14-15       | 14-15       | 13-15       | 13-15       | 13-15       |
| Coarse, carpet .....                         | 16-17       | 16-17       | 16-17       | 16-17       | 15-16       | 14-15       | 13-14       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       |
| NEW MEXICAN.                                 |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice improved .....                        | 21-22       | 21-22       | 21-22       | 21-22       | 20-21       | 18-20       | 15-18       | 15-17       | 15-17       | 14-16       | 14-16       | 14-16       |
| Partly improved .....                        | 17-19       | 17-19       | 17-19       | 17-19       | 17-19       | 16-17       | 14-15       | 13-15       | 13-15       | 13-14       | 12-14       | 12-14       |
| Coarse, carpet, light .....                  | 16-17       | 16-17       | 16-17       | 16-17       | 14-16       | 14-15       | 12-13       | 12-13       | 12-13       | 12-13       | 11-13       | 11-12       |
| Coarse, carpet, sandy or burry .....         | 14-16       | 14-16       | 14-16       | 14-16       | 13-15       | 13-14       | 11-12       | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        |
| Black .....                                  | 13-15       | 12-14       | 12-14       | 12-14       | 12-13       | 12-13       | 10-12       | 10-11       | 10-11       | 9-10        | 9-10        | 9-10        |
| TEXAS.                                       |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine, 12 months .....                        | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 16-18       | 15-17       | 14-16       | 14-16       | 12-14       | 11-13       | 11-13       |
| Medium, 12 months .....                      | 20-23       | 20-23       | 20-23       | 20-23       | 20-23       | 19-21       | 17-20       | 16-18       | 15-18       | 14-16       | 13-15       | 13-15       |
| Coarse, 12 months .....                      | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 14-16       | 13-15       | 12-14       | 12-13       | 12-13       | 10-12       | 10-12       |
| Fine, 6 and 8 months .....                   | 14-18       | 14-18       | 14-18       | 14-18       | 14-18       | 14-16       | 13-15       | 10-13       | 10-13       | 10-12       | 8-10        | 8-10        |
| Medium, 6 and 8 months ..                    | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 16-18       | 15-17       | 14-17       | 14-16       | 12-14       | 11-13       | 11-13       |
| Coarse, 6 and 8 months ..                    | 15-16       | 15-16       | 15-16       | 15-16       | 15-16       | 13-15       | 12-13       | 10-13       | 10-12       | 10-12       | 8-10        | 8-10        |
| MONTANA.                                     |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, fine, bright...                    | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 16-18       | 14-16       | 13-15       | 12-14       | 10-12       | 10-12       | 10-12       |
| Unwashed, medium, bright .....               | 20-23       | 20-23       | 20-23       | 20-23       | 20-23       | 19-21       | 17-20       | 16-18       | 15-17       | 13-15       | 13-15       | 13-15       |
| Unwashed, coarse, bright ..                  | 17-20       | 17-20       | 17-20       | 17-20       | 17-20       | 16-18       | 15-17       | 14-16       | 13-15       | 12-15       | 12-15       | 12-15       |
| Unwashed, dark colored, heavy or short ..... | 15-18       | 15-18       | 15-18       | 15-18       | 15-18       | 14-16       | 12-14       | 8-12        | 8-12        | 8-12        | 8-12        | 8-12        |
| UTAH AND WYOMING.                            |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, light, fine ....                   | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       | 15-17       | 12-14       | 12-13       | 11-13       | 10-12       | 10-12       | 10-12       |
| Unwashed, heavy, fine ....                   | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       | 12-14       | 10-12       | 8-12        | 8-10        | 8-10        | 8-10        | 8-10        |
| Unwashed, fine medium...                     | 18-20       | 18-20       | 18-20       | 18-20       | 17-19       | 16-18       | 14-15       | 12-15       | 12-14       | 11-13       | 11-13       | 11-13       |
| Unwashed, selected medium .....              | 21-22       | 21-22       | 21-22       | 21-52       | 20-22       | 19-21       | 16-18       | 15-17       | 14-15       | 13-15       | 13-15       | 13-15       |
| Unwashed, low .....                          | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 16-18       | 14-16       | 13-15       | 12-15       | 12-14       | 12-14       | 12-14       |
| TUB WASHED.                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice, selected .....                       | 34-35       | 35-37       | 35-37       | 35-37       | 34-36       | 32-34       | 30-32       | 27-30       | 26-28       | 25-27       | 25-27       | 25-27       |
| Fair, ordinary .....                         | 32-33       | 33-35       | 33-35       | 33-35       | 32-34       | 30-32       | 27-30       | 25-27       | 24-26       | 24-25       | 24-25       | 24-25       |
| Coarse .....                                 | 30-32       | 30-32       | 30-32       | 30-32       | 30-32       | 28-30       | 25-27       | 22-25       | 20-24       | 20-23       | 20-23       | 20-23       |
| PULLED.                                      |             |             |             |             |             |             |             |             |             |             |             |             |
| City merino .....                            | 25-27       | 26-28       | 26-28       | 26-28       | 26-28       | 24-26       | 22-24       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       |
| City super and lambs .....                   | 30-33       | 30-33       | 30-33       | 30-33       | 30-33       | 27-30       | 26-29       | 23-25       | 23-25       | 20-25       | 20-23       | 20-23       |
| Western super and lambs ..                   | 26-29       | 26-29       | 26-29       | 26-29       | 25-28       | 24-27       | 22-25       | 20-23       | 20-23       | 18-22       | 18-20       | 18-20       |
| Short merino and shearlings .....            | 18-22       | 18-22       | 18-22       | 18-22       | 16-19       | 15-18       | 15-18       | 10-14       | 10-14       | 10-22       | 8-12        | 8-12        |



Price of wool in Philadelphia market, 1890 to 1896—Continued.

| Kinds of wool.                                                    | 1894.       |             |             |             |             |             |             |             |             |             |             |             |
|-------------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                                                   | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| <b>OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.</b>      |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                                   | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> |
| XX and above.....                                                 | 22-25       | 22-25       | 22-23       | 21-23       | 22-23       | 21-22       | 20-21       | 20-23       | 20-22       | 19-20       | 18-20       | 18-19       |
| X.....                                                            | 21-22       | 21-22       | 20-21       | 20-21       | 21-22       | 20-21       | 18-20       | 18-20       | 18-20       | 18-19       | 17-18       | 16-18       |
| Medium.....                                                       | 24-25       | 23-25       | 23-25       | 22-24       | 23-24       | 23-24       | 20-22       | 21-22       | 21-23       | 20-22       | 20-22       | 20-21       |
| Quarter blood.....                                                | 24-25       | 23-24       | 23-24       | 23-25       | 24-25       | 24-25       | 20-23       | 22-23       | 21-23       | 20-22       | 20-22       | 21-22       |
| Common and cotted.....                                            | 20-22       | 20-21       | 20-21       | 20-21       | 20-21       | 19-20       | 18-19       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| <b>NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED.</b> |             |             |             |             |             |             |             |             |             |             |             |             |
| XX.....                                                           | 21-22       | 20-22       | 20-21       | 19-20       | 20-21       | 19-20       | 18-20       | 18-20       | 17-19       | 17-18       | 16-18       | 16-17       |
| X.....                                                            | 19-21       | 19-20       | 18-20       | 18-19       | 19-20       | 18-19       | 16-18       | 17-18       | 17-18       | 16-17       | 16-17       | 15-16       |
| Medium.....                                                       | 23-24       | 23-24       | 23-24       | 22-23       | 22-23       | 22-23       | 20-21       | 20-21       | 20-22       | 20-21       | 20-21       | 19-20       |
| Quarter blood.....                                                | 23-24       | 23-24       | 23-24       | 23-24       | 23-24       | 23-24       | 20-22       | 21-22       | 20-22       | 20-21       | 20-21       | 20-21       |
| Common and cotted.....                                            | 18-22       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 18-19       | 18-19       | 18-20       | 18-20       | 18-20       | 18-19       |
| <b>COMBING AND DELAINE FLEECE.</b>                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Washed, fine delaine.....                                         | 24-25       | 24-25       | 23-25       | 22-24       | 23-25       | 22-24       | 20-22       | 21-23       | 21-22       | 21-23       | 19-20       | 18-20       |
| Washed, medium.....                                               | 25-26       | 24-25       | 24-25       | 24-25       | 24-25       | 24-25       | 21-23       | 22-23       | 22-24       | 22-23       | 22-23       | 21-22       |
| Washed, low.....                                                  | 24-25       | 24-25       | 24-25       | 24-25       | 24-25       | 24-25       | 22-23       | 22-23       | 22-24       | 22-23       | 22-23       | 22-23       |
| Washed, coarse.....                                               | 22-24       | 22-24       | 22-24       | 22-24       | 22-24       | 22-24       | 20-21       | 20-21       | 20-22       | 20-22       | 20-22       | 20-21       |
| Unwashed, medium.....                                             | 20-21       | 19-20       | 19-20       | 18-20       | 18-20       | 18-19       | 17-18       | 18-19       | 18-19       | 18-19       | 17-18       | 16-17       |
| Unwashed, low medium..                                            | 19-20       | 19-20       | 19-20       | 19-20       | 19-21       | 19-20       | 17-19       | 18-20       | 18-19       | 18-19       | 18-19       | 17-18       |
| Unwashed, braid.....                                              | 15-17       | 15-18       | 15-18       | 15-18       | 17-18       | 17-18       | 16-17       | 17-18       | 17-18       | 17-18       | 17-18       | 16-17       |
| <b>UNWASHED.</b>                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| <i>Light and bright.</i>                                          |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine.....                                                         | 13-15       | 13-15       | 12-15       | 12-15       | 12-15       | 12-15       | 10-13       | 11-13       | 12-14       | 12-13       | 11-13       | 11-12       |
| Medium.....                                                       | 18-20       | 18-19       | 17-19       | 16-19       | 17-19       | 16-18       | 14-16       | 15-17       | 17-18       | 15-17       | 15-17       | 15-16       |
| Low medium.....                                                   | 18-19       | 18-19       | 17-19       | 17-19       | 18-20       | 18-19       | 15-17       | 16-18       | 17-18       | 16-18       | 16-18       | 16-17       |
| Coarse.....                                                       | 14-16       | 14-16       | 14-16       | 14-16       | 15-17       | 15-17       | 14-16       | 15-16       | 16-17       | 16-17       | 16-17       | 15-16       |
| <i>Dark colored.</i>                                              |             |             |             |             |             |             |             |             |             |             |             |             |
| Light, fine.....                                                  | 10-12       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 8-18        | 8-10        | 9-10        | 9-10        | 9-10        | 9-10        |
| Heavy, fine.....                                                  | 8-10        | 8-10        | 8-15        | 8-10        | 8-10        | 7-10        | 6-8         | 7-8         | 6-8         | 6-8         | 6-8         | 6-8         |
| Medium.....                                                       | 13-15       | 12-14       | 12-14       | 12-14       | 12-14       | 12-14       | 11-13       | 11-13       | 12-14       | 12-14       | 12-14       | 12-13       |
| Fine medium.....                                                  | 12-13       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 10-12       | 10-12       | 11-12       | 11-12       | 11-12       | 11-12       |
| Coarse.....                                                       | 12-14       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 12-12       |
| <b>COLORADO.</b>                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| Medium and fine, choice..                                         | 14-16       | 12-15       | 12-15       | 12-15       | 12-15       | 12-14       | 11-13       | 11-13       | 11-14       | 11-14       | 11-14       | 11-13       |
| Medium and fine, heavy..                                          | 8-12        | 8-11        | 8-11        | 8-11        | 8-11        | 8-11        | 7-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        |
| Common and quarter blood.....                                     | 12-14       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 12-14       | 12-14       | 12-14       | 12-13       |
| Coarse, carpet.....                                               | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 12-12       | 11-12       | 11-12       |
| <b>NEW MEXICAN.</b>                                               |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice improved.....                                              | 14-15       | 13-15       | 13-15       | 13-15       | 13-15       | 13-14       | 12-13       | 12-13       | 12-14       | 12-14       | 12-14       | 12-13       |
| Partly improved.....                                              | 12-14       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 11-12       | 11-13       | 11-13       | 11-13       | 11-13       | 11-12       |
| Coarse, carpet, light.....                                        | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 10-12       | 10-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       |
| Coarse, carpet, sandy or burry.....                               | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        |
| Black.....                                                        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        |
| <b>TEXAS.</b>                                                     |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine, fall.....                                                   | 11-13       | 11-13       | 9-11        | 9-11        | 9-11        | 9-11        | 7-10        | 7-10        | 7-10        | 8-11        | 8-11        | 8-10        |
| Medium, fall.....                                                 | 13-15       | 13-14       | 11-13       | 11-13       | 11-13       | 11-13       | 10-11       | 10-11       | 10-11       | 10-12       | 10-12       | 10-12       |
| Coarse, fall.....                                                 | 10-12       | 10-12       | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-11        | 9-11        | 9-11        |
| Fine, spring.....                                                 | 9-12        | 9-11        | 11-13       | 11-13       | 11-13       | 13-13       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-11       |
| Medium, spring.....                                               | 11-13       | 11-13       | 13-14       | 13-14       | 13-14       | 13-14       | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 13-13       |
| Coarse, spring.....                                               | 9-10        | 9-10        | 10-12       | 10-12       | 10-12       | 10-12       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       |
| <b>MONTANA.</b>                                                   |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, fine, bright...                                         | 10-12       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 8-10        | 8-10        | 9-10        | 9-10        | 9-10        | 9-10        |
| Unwashed, medium, bright.....                                     | 13-15       | 12-14       | 12-14       | 12-13       | 12-13       | 12-13       | 10-12       | 11-13       | 12-14       | 12-14       | 12-14       | 11-13       |
| Unwashed, coarse, bright                                          | 12-15       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 10-12       | 10-12       | 11-12       | 11-12       | 11-12       | 10-12       |
| Unwashed, dark colored, heavy or short.....                       | 8-12        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 6-8         | 6-8         | 7           | 7-9         | 7-9         | 7-9         |



## 1488 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

Price of wool in Philadelphia market, 1890 to 1896—Continued.

| Kinds of wool.                                             | 1894.       |             |             |             |             |             |             |             |             |             |             |             |
|------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                                            | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| UTAH AND WYOMING.                                          |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                            | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> |
| Unwashed, light fine.....                                  | 10-12       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 7- 9        | 8- 9        | 8-10        | 8-10        | 8-10        | 8-10        |
| Unwashed, heavy fine...                                    | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 7-10        | 6- 8        | 7- 8        | 7- 9        | 7- 9        | 7- 9        | 7- 9        |
| Unwashed, fine medium..                                    | 11-13       | 11-12       | 11-12       | 11-12       | 10-12       | 10-12       | 8-10        | 9-11        | 10-12       | 10-12       | 10-12       | 10-11       |
| Unwashed, selected medium.....                             | 13-15       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 10-12       | 12-13       | 12-14       | 12-14       | 12-14       | 11-13       |
| Unwashed, low.....                                         | 12-14       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-11       |
| TUB WASHED (CANADA).                                       |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice, selected.....                                      | 24-26       | 24-25       | 24-25       | 24-25       | 24-25       | 24-25       | 22-23       | 22-23       | 23-24       | 23-25       | 23-25       | 23-24       |
| Fair, ordinary.....                                        | 23-24       | 23-24       | 23-24       | 22-24       | 22-24       | 22-24       | 20-22       | 20-22       | 21-22       | 22-23       | 22-23       | 22-23       |
| Coarse.....                                                | 20-23       | 20-23       | 20-23       | 20-22       | 20-22       | 20-22       | 16-20       | 16-20       | 18-20       | 20-21       | 20-21       | 20-21       |
| PULLED.                                                    |             |             |             |             |             |             |             |             |             |             |             |             |
| City merino.....                                           | 16-18       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 15-17       | 16-18       | 16-18       | 14-15       | 14-15       |
| City super and lambs....                                   | 20-22       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       | 17-20       | 17-20       | 18-22       | 18-22       | 17-20       | 17-20       |
| Western super and lambs                                    | 16-20       | 15-18       | 15-20       | 15-18       | 15-18       | 15-18       | 15-17       | 15-17       | 16-18       | 16-18       | 15-17       | 15-17       |
| Short merino and shearlings.....                           | 8-12        | 8-12        | 8-12        | 8-12        | 8-12        | 8-12        | 8-10        | 8-10        | 8-12        | 8-12        | 8-12        | 8-12        |
| 1895.                                                      |             |             |             |             |             |             |             |             |             |             |             |             |
| Kinds of wool.                                             | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| OHIO, PENNSYLVANIA, AND WEST VIRGINIA FLEECE, WASHED.      |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                            | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> |
| XX and above.....                                          | 17-19       | 17-18       | 17-18       | 17-18       | 16-18       | 16-18       | 17-19       | 18-20       | 18-20       | 18-20       | 19-20       | 19-21       |
| X.....                                                     | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 17-18       | 17-18       | 17-18       | 17-18       | 17-18       |
| Medium.....                                                | 20-21       | 20-21       | 20-21       | 20-21       | 19-20       | 18-19       | 19-20       | 20-22       | 20-22       | 20-22       | 21-22       | 21-22       |
| Quarter blood.....                                         | 21-22       | 21-22       | 21-22       | 21-22       | 20-21       | 19-20       | 21-22       | 21-23       | 21-23       | 21-23       | 21-23       | 21-23       |
| Common and cotted.....                                     | 18-20       | 18-19       | 18-19       | 18-19       | 18-19       | 17-18       | 18-19       | 20-21       | 19-20       | 19-20       | 19-20       | 19-20       |
| NEW YORK, MICHIGAN, INDIANA, AND WISCONSIN FLEECE, WASHED. |             |             |             |             |             |             |             |             |             |             |             |             |
| XX.....                                                    | 16-17       | 16-17       | 16-17       | 16-17       | 15-16       | 15-16       | 16-17       | 16-18       | 16-18       | 16-18       | 16-18       | 16-18       |
| X.....                                                     | 15-16       | 15-16       | 15-16       | 15-16       | 14-15       | 14-15       | 15-16       | 15-17       | 16-17       | 16-17       | 16-17       | 16-17       |
| Medium.....                                                | 19-20       | 19-20       | 19-20       | 19-20       | 18-20       | 17-19       | 18-20       | 20-21       | 20-21       | 20-21       | 20-21       | 20-21       |
| Quarter blood.....                                         | 21-22       | 20-21       | 20-21       | 20-21       | 20-21       | 18-20       | 20-22       | 21-22       | 21-22       | 21-22       | 21-22       | 21-22       |
| Common and cotted.....                                     | 18-19       | 17-18       | 17-18       | 17-18       | 17-18       | 16-18       | 17-18       | 18-20       | 18-20       | 18-20       | 18-20       | 18-20       |
| COMBING AND DELAINE FLEECE.                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Washed, fine delaine.....                                  | 18-20       | 18-20       | 18-20       | 18-20       | 18-19       | 17-19       | 18-20       | 19-20       | 19-21       | 19-21       | 19-22       | 20-21       |
| Washed, medium.....                                        | 20-21       | 21-22       | 21-22       | 20-21       | 20-22       | 19-21       | 20-22       | 22-23       | 22-23       | 22-23       | 22-23       | 22-23       |
| Washed, low.....                                           | 22-23       | 22-23       | 22-23       | 22-23       | 21-22       | 20-21       | 22-23       | 23-25       | 23-24       | 23-24       | 22-23       | 22-23       |
| Washed, coarse.....                                        | 20-21       | 20-21       | 20-21       | 20-21       | 20-21       | 18-19       | 19-20       | 22-23       | 22-23       | 22-23       | 21-22       | 21-22       |
| Unwashed, medium.....                                      | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 15-16       | 16-18       | 17-19       | 17-18       | 17-18       | 17-18       | 17-19       |
| Unwashed, low medium..                                     | 17-18       | 17-18       | 17-18       | 17-18       | 17-18       | 16-17       | 17-19       | 18-20       | 18-19       | 18-19       | 18-19       | 18-18       |
| Unwashed, braid.....                                       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 15-16       | 16-17       | 17-19       | 17-18       | 17-18       | 17-18       | 17-18       |
| UNWASHED.                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| <i>Light and bright.</i>                                   |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine.....                                                  | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-13       | 13-14       | 12-13       | 12-13       | 12-14       | 12-14       |
| Medium.....                                                | 15-16       | 15-16       | 15-16       | 15-16       | 15-16       | 14-16       | 15-17       | 16-18       | 16-17       | 16-17       | 16-17       | 16-17       |
| Low medium.....                                            | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 15-16       | 16-18       | 17-19       | 17-18       | 17-18       | 17-18       | 17-18       |
| Coarse.....                                                | 15-16       | 15-16       | 15-16       | 15-16       | 15-16       | 14-15       | 15-16       | 17-18       | 16-17       | 16-17       | 16-17       | 16-17       |
| <i>Dark colored.</i>                                       |             |             |             |             |             |             |             |             |             |             |             |             |
| Light, fine.....                                           | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-11        | 9-11        | 9-11        | 9-11        | 9-11        |
| Heavy, fine.....                                           | 6- 8        | 6- 8        | 6- 8        | 6- 8        | 6- 8        | 6- 8        | 6- 8        | 8- 9        | 8- 9        | 8- 9        | 8- 9        | 8- 9        |
| Medium.....                                                | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 12-14       | 12-14       | 12-14       | 12-14       | 12-14       |
| Fine medium.....                                           | 11-12       | 11-12       | 11-12       | 11-12       | 10-12       | 10-12       | 11-12       | 10-13       | 11-13       | 11-13       | 11-13       | 11-13       |
| Coarse.....                                                | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 11-12       | 12-14       | 12-14       | 12-14       | 12-14       | 12-14       |
| COLORADO.                                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| Medium and fine, choice..                                  | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 12-15       | 12-15       | 12-15       | 12-15       | 12-15       |
| Medium and fine, heavy..                                   | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 7-10        | 8-10        | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       |
| Common and quarter blood.....                              | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 10-12       | 10-12       | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       |
| Coarse, carpet.....                                        | 11-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-11       | 10-11       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       |



## Price of wool in Philadelphia market, 1890 to 1896—Continued.

| Kinds of wool.                                  | 1895.       |             |             |             |             |             |             |             |             |             |             |             |
|-------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                                 | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| <b>NEW MEXICAN.</b>                             |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                 | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> |
| Choice, improved .....                          | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 12-13       | 13-15       | 13-15       | 13-15       | 13-15       | 13-15       |
| Partly improved .....                           | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 11-12       | 12-14       | 12-14       | 12-14       | 12-14       | 12-14       |
| Coarse, carpet, light .....                     | 10-12       | 10-12       | 10-12       | 10-12       | 10-11       | 10-11       | 9-10        | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       |
| Coarse, carpet, sandy or<br>burry .....         | 8-10        | 7-9         | 7-9         | 7-9         | 7-9         | 7-9         | 8-9         | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        |
| Black .....                                     | 9-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 9-11        | 9-11        | 9-11        | 9-11        | 9-11        |
| <b>TEXAS.</b>                                   |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine, fall .....                                | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | -----       | -----       | -----       | -----       | -----       | 9-11        | 9-11        |
| Medium, fall .....                              | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | -----       | -----       | -----       | -----       | -----       | 11-13       | 11-13       |
| Coarse, fall .....                              | 9-11        | 9-11        | 9-11        | 9-11        | 9-11        | -----       | -----       | -----       | -----       | -----       | 9-10        | 9-10        |
| Fine, spring .....                              | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       |
| Medium, spring .....                            | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 12-14       | 12-15       | 12-14       | 12-14       | 12-14       | 12-14       |
| Coarse, spring .....                            | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       |
| <b>MONTANA.</b>                                 |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, fine, bright ..                       | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        | 9-11        | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       |
| Unwashed, medium,<br>bright .....               | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 11-14       | 12-15       | 12-14       | 12-14       | 12-14       | 12-14       |
| Unwashed coarse, bright ..                      | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 11-13       | 12-14       | 12-13       | 12-13       | 12-13       | 12-13       |
| Unwashed, dark colored,<br>heavy or short ..... | 7-9         | 7-9         | 7-9         | 7-9         | 7-9         | 7-9         | 8-10        | 8-12        | 8-12        | 8-12        | 8-12        | 8-12        |
| <b>UTAH AND WYOMING.</b>                        |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, light, fine ....                      | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 8-10        | 9-10        | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       |
| Unwashed, heavy, fine ....                      | 7-9         | 7-9         | 7-9         | 7-9         | 7-9         | 7-8         | 8-9         | 9-10        | 9-10        | 9-10        | 9-10        | 9-10        |
| Unwashed, fine medium ..                        | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 9-11        | 10-12       | 11-13       | 10-12       | 10-12       | 10-12       | 10-12       |
| Unwashed, selected me-<br>dium .....            | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       | 12-14       | 12-15       | 12-14       | 12-14       | 12-14       | 12-14       |
| Unwashed, low .....                             | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 10-12       | 11-13       | 11-13       | 11-13       | 11-13       | 11-13       |
| <b>TUB WASHED (CANADA).</b>                     |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice, selected .....                          | 23-24       | 23-24       | 23-24       | 23-24       | 22-23       | 22-23       | 23-24       | 24-26       | 24-26       | 24-26       | 24-26       | 24-26       |
| Fair, ordinary .....                            | 22-23       | 22-23       | 22-23       | 22-23       | 21-22       | 20-22       | 21-23       | 22-24       | 22-24       | 22-24       | 22-24       | 22-24       |
| Coarse .....                                    | 20-21       | 20-21       | 20-21       | 20-21       | 20-21       | 19-20       | 20-21       | 20-22       | 20-22       | 20-22       | 20-22       | 20-22       |
| <b>PULLED.</b>                                  |             |             |             |             |             |             |             |             |             |             |             |             |
| City merino .....                               | 14-15       | 14-15       | 14-15       | 13-14       | 13-14       | 12-14       | 12-14       | 14-16       | 14-16       | 14-16       | 14-16       | 14-16       |
| City super and lambs ....                       | 17-20       | 17-20       | 17-20       | 17-18       | 17-18       | 16-18       | 17-19       | 18-22       | 18-22       | 18-22       | 18-22       | 18-22       |
| Western super and lambs ..                      | 15-17       | 15-17       | 15-17       | 15-16       | 15-16       | 14-16       | 15-17       | 16-20       | 16-20       | 16-20       | 16-20       | 16-20       |
| Short merino and shear-<br>lings .....          | 8-12        | 8-12        | 8-12        | 8-12        | 8-12        | 8-12        | 8-12        | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       |

| Kinds of wool.                                                              | 1896.       |             |             |             |             |             |             |             |             |             |             |             |
|-----------------------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                                                             | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| <b>OHIO, PENNSYLVANIA, AND<br/>WEST VIRGINIA FLEECE,<br/>WASHED.</b>        |             |             |             |             |             |             |             |             |             |             |             |             |
|                                                                             | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> |
| XX and above .....                                                          | 19-21       | 19-21       | 19-20       | 18-20       | 18-19       | 17-19       | 17-19       | 17-18       | 17-18       | 17-19       | 18-19       | 20-21       |
| X .....                                                                     | 17-18       | 18-19       | 18-19       | 17-18       | 17-18       | 16-17       | 16-17       | 16-17       | 16-17       | 16-17       | 16-18       | 18-19       |
| Medium .....                                                                | 21-22       | 21-22       | 21-22       | 20-21       | 19-20       | 18-19       | 18-19       | 18-19       | 18-19       | 18-19       | 19-20       | 20-21       |
| Quarter blood .....                                                         | 21-23       | 21-23       | 21-22       | 20-21       | 22-21       | 18-19       | 18-19       | 18-19       | 18-19       | 18-19       | 19-20       | 20-21       |
| Common and cotted .....                                                     | 19-20       | 19-20       | 18-20       | 17-19       | 17-19       | 17-18       | 17-18       | 17-18       | 17-18       | 17-18       | 18-19       | 19-20       |
| <b>NEW YORK, MICHIGAN, IN-<br/>DIANA, AND WISCONSIN<br/>FLEECE, WASHED.</b> |             |             |             |             |             |             |             |             |             |             |             |             |
| XX .....                                                                    | 17-18       | 17-18       | 17-18       | 16-18       | 16-18       | 16-17       | 16-17       | 15-16       | 15-16       | 15-16       | 15-17       | 17-18       |
| X .....                                                                     | 16-17       | 16-17       | 16-17       | 16-17       | 15-16       | 15-16       | 15-16       | 14-15       | 14-15       | 14-15       | 14-15       | 16-17       |
| Medium .....                                                                | 20-21       | 20-21       | 20-21       | 19-21       | 18-20       | 17-19       | 17-19       | 17-18       | 17-18       | 17-18       | 18-19       | 19-20       |
| Quarter blood .....                                                         | 21-22       | 21-22       | 20-21       | 19-20       | 19-20       | 17-19       | 17-19       | 17-18       | 17-18       | 17-18       | 18-19       | 19-20       |
| Common and cotted .....                                                     | 18-20       | 18-20       | 18-20       | 17-18       | 17-18       | 16-18       | 16-18       | 16-17       | 16-17       | 16-17       | 17-18       | 18-19       |
| <b>COMBING AND DELAINE<br/>FLEECE.</b>                                      |             |             |             |             |             |             |             |             |             |             |             |             |
| Washed, fine delaine .....                                                  | 20-22       | 20-22       | 20-22       | 19-21       | 19-21       | 18-20       | 18-20       | 17-19       | 17-19       | 18-20       | 19-20       | 20-21       |
| Washed, medium .....                                                        | 22-23       | 22-23       | 22-23       | 21-22       | 20-22       | 19-20       | 19-20       | 19-20       | 19-20       | 19-20       | 20-21       | 21-22       |
| Washed, low .....                                                           | 22-23       | 22-23       | 22-23       | 21-22       | 21-22       | 19-20       | 19-20       | 19-20       | 19-20       | 19-20       | 20-21       | 21-22       |



*Price of wool in Philadelphia market, 1890 to 1896—Continued.*

| Kinds of wool.                        | 1896.       |             |             |             |             |             |             |             |             |             |             |             |
|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                       | Jan.        | Feb.        | Mar.        | Apr.        | May.        | June.       | July.       | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        |
| COMBING AND DELAINE FLEECE—continued. |             |             |             |             |             |             |             |             |             |             |             |             |
|                                       | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> | <i>Ots.</i> |
| Washed, coarse .....                  | 21-22       | 21-22       | 21-22       | 19-20       | 19-20       | 18-19       | 18-19       | 18-19       | 18-19       | 18-19       | 19-20       | 20-21       |
| Unwashed, medium .....                | 17-18       | 17-18       | 17-18       | 16-17       | 16-17       | 15-16       | 15-16       | 15-16       | 14-15       | 15-16       | 16-17       | 16-17       |
| Unwashed, low medium ..               | 18-19       | 18-19       | 17-18       | 16-17       | 16-17       | 15-16       | 15-16       | 15-16       | 14-15       | 15-16       | 16-17       | 16-17       |
| Unwashed, braid .....                 | 17-18       | 17-18       | 16-17       | 15-16       | 15-16       | 14-15       | 14-15       | 14-15       | 13-14       | 14-15       | 15-16       | 16-17       |
| UNWASHED.                             |             |             |             |             |             |             |             |             |             |             |             |             |
| <i>Light and bright.</i>              |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine .....                            | 12-14       | 12-14       | 12-14       | 11-13       | 11-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       | 11-13       | 12-14       |
| Medium .....                          | 16-17       | 16-17       | 16-17       | 15-16       | 14-16       | 14-15       | 14-15       | 14-15       | 13-14       | 14-15       | 15-16       | 15-16       |
| Low medium .....                      | 17-18       | 17-18       | 16-17       | 15-16       | 14-16       | 14-15       | 14-15       | 14-15       | 13-14       | 14-15       | 15-16       | 15-16       |
| Coarse .....                          | 16-17       | 16-17       | 15-16       | 14-15       | 14-15       | 13-14       | 13-14       | 13-14       | 12-13       | 13-14       | 14-15       | 14-16       |
| <i>Dark colored.</i>                  |             |             |             |             |             |             |             |             |             |             |             |             |
| Light, fine .....                     | 9-11        | 9-11        | 9-11        | 9-10        | 9-10        | 8-10        | 8-10        | 7-9         | 7-9         | 7-9         | 8-10        | 8-10        |
| Heavy, fine .....                     | 8-9         | 8-9         | 8-9         | 7-9         | 7-9         | 6-8         | 6-8         | 5-7         | 5-7         | 5-7         | 6-8         | 6-8         |
| Medium .....                          | 12-14       | 12-14       | 12-14       | 12-13       | 12-13       | 11-13       | 11-13       | 10-12       | 10-12       | 10-12       | 10-13       | 10-13       |
| Fine medium .....                     | 11-13       | 11-13       | 11-13       | 11-12       | 11-12       | 10-12       | 10-1        | 9-11        | 9-11        | 9-11        | 10-11       | 10-11       |
| Coarse .....                          | 12-14       | 12-14       | 12-14       | 12-13       | 12-13       | 11-13       | 11-1        | 10-12       | 10-12       | 10-12       | 10-12       | 10-12       |
| COLORADO.                             |             |             |             |             |             |             |             |             |             |             |             |             |
| Medium and fine, choice ..            | 12-15       | 12-15       | 12-14       | 12-13       | 12-13       | 11-13       | 11-13       | 10-12       | 9-11        | 9-11        | 10-12       | 10-13       |
| Medium and fine, heavy ..             | 10-12       | 10-12       | 9-11        | 8-10        | 8-10        | 8-10        | 8-10        | 7-9         | 6-8         | 6-8         | 6-8         | 8-10        |
| Common and quarter blood .....        | 11-13       | 11-13       | 11-13       | 11-12       | 11-12       | 10-12       | 10-12       | 10-11       | 10-11       | 10-12       | 10-12       | 10-13       |
| Coarse, carpet .....                  | 10-12       | 10-12       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 9-10        | 9-10        | 9-10        | 10-11       | 10-12       |
| NEW MEXICAN.                          |             |             |             |             |             |             |             |             |             |             |             |             |
| Choice improved .....                 | 13-15       | 13-15       | 12-14       | 12-13       | 12-13       | 11-13       | 11-13       | 10-12       | 10-12       | 10-12       | 11-12       | 11-13       |
| Partly improved .....                 | 12-14       | 12-14       | 12-13       | 11-12       | 11-12       | 10-12       | 10-12       | 9-11        | 9-11        | 9-11        | 10-11       | 10-12       |
| Coarse carpet, light .....            | 10-         | 10-12       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 9-10        | 8-10        | 8-10        | 9-10        | 10-12       |
| Coarse carpet, sandy ..               |             |             |             |             |             |             |             |             |             |             |             |             |
| burry .....                           | 8-10        | 8-10        | 8-10        | 7-9         | 7-9         | 7-9         | 7-9         | 7-8         | 6-7         | 6-7         | 6-8         | 8-10        |
| Black .....                           | 9-11        | 9-11        | 9-10        | 7-9         | 7-9         | 7-9         | 7-9         | 7-8         | 7-8         | 7-8         | 8-9         | 8-10        |
| TEXAS.                                |             |             |             |             |             |             |             |             |             |             |             |             |
| Fine, fall .....                      | 9-11        | 9-11        | 9-11        |             |             |             |             |             |             |             |             |             |
| Medium, fall .....                    | 11-13       | 11-13       | 11-12       |             |             |             |             |             |             |             |             |             |
| Coarse, fall .....                    | 8-10        | 9-10        | 9-10        |             |             |             |             |             |             |             |             |             |
| Fine, spring .....                    | 10-12       | 10-12       | 10-12       | 10-11       | 10-11       | 9-11        | 9-11        | 8-10        | 8-10        | 8-10        | 8-10        | 9-12        |
| Medium, spring .....                  | 12-14       | 12-14       | 12-13       | 11-12       | 11-12       | 11-12       | 11-12       | 10-12       | 10-12       | 10-12       | 10-12       | 10-13       |
| Coarse, spring .....                  | 10-12       | 10-12       | 10-11       | 10-11       | 10-11       | 10-11       | 10-11       | 9-10        | 9-10        | 9-10        | 9-10        | 10-12       |
| MONTANA.                              |             |             |             |             |             |             |             |             |             |             |             |             |
| Unwashed, fine, bright ...            | 10-12       | 10-12       | 10-11       | 9-10        | 9-10        | 8-10        | 8-10        | 7-9         | 7-9         | 7-9         | 8-9         | 9-10        |



*Prices of wools in London market.*

[From the Economist.]

| Date.          | South-down<br>hogs. | Lincoln<br>hogs. | New<br>South<br>Wales<br>greasy,<br>average. | Date.          | South-down<br>hogs. | Lincoln<br>hogs. | New<br>South<br>Wales<br>greasy,<br>average. |
|----------------|---------------------|------------------|----------------------------------------------|----------------|---------------------|------------------|----------------------------------------------|
| 1890.          | <i>Cents.</i>       | <i>Cents.</i>    | <i>Cents.</i>                                | 1893.          | <i>Cents.</i>       | <i>Cents.</i>    | <i>Cents.</i>                                |
| January.....   | 24.33               | .....            | 21.60                                        | January.....   | 23.60               | 19.20            | 15.28                                        |
| February.....  | 24.33               | .....            | 19.60                                        | February.....  | 23.60               | 19.60            | 15.28                                        |
| March.....     | 24.33               | .....            | 19.60                                        | March.....     | 23.60               | 19.60            | 15.14                                        |
| April.....     | 24.33               | .....            | 19.60                                        | April.....     | 23.60               | 20.20            | 15.14                                        |
| May.....       | 24.33               | .....            | 17.66                                        | May.....       | 23.60               | 21.20            | 16.50                                        |
| June.....      | 23.75               | .....            | 17.66                                        | June.....      | 23.60               | 20.20            | 16.50                                        |
| July.....      | 23.20               | .....            | 16.66                                        | July.....      | 23.60               | 21.20            | 15.80                                        |
| August.....    | 23.75               | .....            | 18.60                                        | August.....    | 23.60               | 21.70            | 15.59                                        |
| September..... | 23.75               | .....            | 18.60                                        | September..... | 23.60               | 22.20            | 15.59                                        |
| October.....   | 23.75               | .....            | 19.60                                        | October.....   | 23.60               | 21.70            | 15.14                                        |
| November.....  | 23.75               | .....            | 23.60                                        | November.....  | 23.60               | 21.70            | 15.14                                        |
| December.....  | 24.33               | .....            | 16.66                                        | December.....  | 23.60               | 21.70            | 15.14                                        |
| 1891.          |                     |                  |                                              | 1894.          |                     |                  |                                              |
| January.....   | 24.33               | .....            | 17.66                                        | January.....   | 23.60               | 21.70            | 15.14                                        |
| February.....  | 24.33               | .....            | 18.20                                        | February.....  | 23.60               | 21.70            | 14.57                                        |
| March.....     | 24.33               | .....            | 18.20                                        | March.....     | 23.60               | 21.70            | 14.49                                        |
| April.....     | 24.33               | .....            | 18.20                                        | April.....     | 23.60               | 20.70            | 13.87                                        |
| May.....       | 24.33               | .....            | 20.20                                        | May.....       | 23.60               | 20.70            | 13.87                                        |
| June.....      | 24.33               | .....            | 20.20                                        | June.....      | 21.20               | 20.20            | 13.62                                        |
| July.....      | 24.33               | .....            | 18.60                                        | July.....      | 21.20               | 21.20            | 13.62                                        |
| August.....    | 24.33               | .....            | 18.60                                        | August.....    | 21.70               | 20.70            | 14.49                                        |
| September..... | 24.33               | .....            | 18.60                                        | September..... | 21.70               | 21.70            | 14.49                                        |
| October.....   | 24.33               | .....            | 16.16                                        | October.....   | 21.70               | 21.70            | 14.49                                        |
| November.....  | 24.33               | .....            | 16.66                                        | November.....  | 21.70               | 20.70            | 14.49                                        |
| December.....  | 24.33               | .....            | 15.59                                        | December.....  | 21.70               | 20.20            | 13.87                                        |
| 1892.          |                     |                  |                                              | 1895.          |                     |                  |                                              |
| January.....   | 24.33               | 18.20            | 15.59                                        | January.....   | 21.70               | 20.20            | 13.62                                        |
| February.....  | 24.33               | 19.60            | 15.15                                        | February.....  | 21.70               | 19.60            | 13.62                                        |
| March.....     | 24.33               | 19.20            | 14.57                                        | March.....     | 20.20               | 19.60            | 12.62                                        |
| April.....     | 24.33               | 18.60            | 14.57                                        | April.....     | 20.20               | 19.60            | 14.49                                        |
| May.....       | 24.33               | 18.60            | 16.16                                        | May.....       | 20.20               | 18.60            | 13.62                                        |
| June.....      | 24.33               | 18.60            | 17.16                                        | June.....      | 20.20               | 20.20            | 12.37                                        |
| July.....      | 23.60               | 18.20            | 15.59                                        | July.....      | 20.70               | 28.33            | 14.57                                        |
| August.....    | 23.75               | 18.20            | 14.57                                        | August.....    | 20.70               | 28.33            | 14.99                                        |
| September..... | 22.10               | 17.66            | 14.50                                        | September..... | 21.70               | 31.39            | 14.99                                        |
| October.....   | 23.60               | 17.66            | 13.62                                        | October.....   | 23.20               | 32.41            | 16.48                                        |
| November.....  | 23.60               | 18.20            | 13.62                                        | November.....  | 23.20               | 32.41            | 16.66                                        |
| December.....  | 23.60               | 19.20            | 15.28                                        | December.....  | 22.20               | 31.39            | 15.57                                        |
|                |                     |                  |                                              | 1896.          |                     |                  |                                              |
|                |                     |                  |                                              | January.....   | 22.20               | 31.39            | 16.16                                        |

*Prices of raw wools in the London market on December 31, 1886-1895.*

[Helmuth, Schwartze &amp; Co.]

| Description.                                                    | 1886.       | 1887.       | 1888.       | 1889.       | 1890.       | 1891.       | 1892.       | 1893.       | 1894.       | 1895.       |
|-----------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                                                 | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> | <i>Cts.</i> |
| Australian, P. P., good average greasy                          | 20          | 20          | 21          | 24          | 20          | 18          | 17          | 17          | 15½         | 19          |
| Australian, P. P., good averagesoured<br>combing.....           | 36          | 36          | 38          | 42          | 36          | 33          | 31          | 31          | 28          | 32          |
| Australian, Sydney, average greasy<br>(short).....              | 16          | 16          | 17          | 20          | 17          | 15          | 14          | 14          | 12          | 15          |
| Australian, Adelaide, average greasy.                           | 13          | 13          | 15          | 18          | 15          | 12½         | 12          | 11½         | 10½         | 12½         |
| Australian, New Zealand, super greasy                           | 21          | 22          | 23          | 25          | 22          | 18          | 18          | 17          | 15½         | 19          |
| Australian crossbred, super greasy<br>(fine).....               | 24          | 25          | 25          | 29          | 26          | 25          | 24          | 23          | 21          | 22          |
| Australian crossbred, average greasy<br>(medium).....           | 19          | 19          | 19          | 22          | 20          | 19          | 19          | 19          | 17          | 19          |
| Cape, Eastern, extra super snow white                           | 36          | 35          | 35          | 42          | 36          | 33          | 31          | 31          | 29          | 29          |
| Cape, Eastern, average fleece.....                              | 19          | 17          | 18          | 22          | 17          | 16          | 15½         | 15½         | 13½         | 15          |
| Buenos Ayres, good average greasy<br>combing (35 per cent)..... | 14          | 13          | 14½         | 16½         | 14          | 12          | 11¾         | 11¼         | 9           | 11½         |
| Buenos Ayres, average greasy (30 per<br>cent).....              | 11½         | 10½         | 12          | 13½         | 11½         | 10          | 9¾          | 9¼          | 7½          | 8¾          |
| Peru, middling.....                                             | 16          | 16          | 16          | 17          | 17          | 15½         | 15½         | 14          | 14½         | 17          |
| Donskoi, average white carding.....                             | 17          | 14          | 14          | 15          | 14½         | 14          | 13½         | 14          | 13          | 14          |
| East Indian, Pac Pathan yellow.....                             | 13½         | 14½         | 16          | 16½         | 16½         | 14½         | 14          | 13½         | 13          | 13½         |
| Lincoln hogs.....                                               | 22½         | 21          | 21½         | 28          | 20½         | 19          | 19          | 21½         | 20          | 31          |
| Alpaca, Islay, super fleece.....                                | 25          | 25½         | 23          | 44          | 30          | 25          | 29          | 29          | 29          | 46          |
| Mohair, Turkish, fair average.....                              | 28          | 27          | 25½         | 38          | 28          | 25½         | 29          | 31          | 29          | 55          |



## 1492 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

## WOOL PRICES IN THE UNITED STATES, 1896.

The following statistics compiled by Justice, Bateman & Co., of Philadelphia, show the prices of wools in that and other Eastern cities under the McKinley Act, until the election of 1892 gave the certainty of free wool, and the continued and further decline in price after the Wilson bill became a law:

*Table showing the price per pound for the leading grades of American wool in the Eastern market and on the farm on January 1 and July 1 for the years 1891, 1892, 1893, 1894, 1895, and 1896.*

| Grades.                                                                            | 1891.                                             |                       |                                                   |                       | 1892.                                             |                       |                                                   |                       |
|------------------------------------------------------------------------------------|---------------------------------------------------|-----------------------|---------------------------------------------------|-----------------------|---------------------------------------------------|-----------------------|---------------------------------------------------|-----------------------|
|                                                                                    | Price in market, Philadelphia and Boston, Jan. 1. | Price on farm Jan. 1. | Price in market, Philadelphia and Boston, July 1. | Price on farm July 1. | Price in market, Philadelphia and Boston, Jan. 1. | Price on farm Jan. 1. | Price in market, Philadelphia and Boston, July 1. | Price on farm July 1. |
| <b>Fine merino:</b>                                                                |                                                   |                       |                                                   |                       |                                                   |                       |                                                   |                       |
| Ohio XX fine washed fleeces.....                                                   | \$0.33                                            | \$0.30                | \$0.30½                                           | \$0.27½               | \$0.30½                                           | \$0.27½               | \$0.29                                            | \$0.26                |
| Michigan and Wisconsin X or fine washed.....                                       | .29½                                              | .26½                  | .27½                                              | .24½                  | .27                                               | .24                   | .25½                                              | .22½                  |
| Ohio XX fine unwashed.....                                                         | .22                                               | .19                   | .21½                                              | .18½                  | .21½                                              | .18½                  | .21                                               | .18                   |
| Ohio XX scoured.....                                                               | .69                                               | .....                 | .63½                                              | .....                 | .63½                                              | .....                 | .60½                                              | .....                 |
| <b>Half blood:</b>                                                                 |                                                   |                       |                                                   |                       |                                                   |                       |                                                   |                       |
| Ohio medium washed fleeces.....                                                    | .37                                               | .34                   | .36                                               | .33                   | .36                                               | .33                   | .34½                                              | .31½                  |
| Indiana, Illinois, Wisconsin, Kentucky, and Missouri medium unwashed.....          | .28½                                              | .25½                  | .28½                                              | .25½                  | .27½                                              | .24½                  | .26½                                              | .23½                  |
| Kansas, Nebraska, and Dakota medium unwashed.....                                  | .24                                               | .20                   | .23                                               | .19                   | .22                                               | .18                   | .22                                               | .18                   |
| Ohio medium scoured.....                                                           | .61½                                              | .....                 | .60                                               | .....                 | .60                                               | .....                 | .57½                                              | .....                 |
| Ohio, Wisconsin, and New York coarse washed.....                                   | .35½                                              | .33½                  | .33½                                              | .30½                  | .33½                                              | .30½                  | .33½                                              | .30½                  |
| <b>Quarter blood:</b>                                                              |                                                   |                       |                                                   |                       |                                                   |                       |                                                   |                       |
| Indiana, Illinois, Wisconsin, and average Kentucky coarse unwashed.....            | .27½                                              | .24½                  | .26½                                              | .23½                  | .25½                                              | .22½                  | .25½                                              | .22½                  |
| Kansas, Nebraska, and Dakota coarse unwashed.....                                  | .24                                               | .20                   | .23                                               | .19                   | .23                                               | .19                   | .22                                               | .18                   |
| Ohio coarse scoured.....                                                           | .47                                               | .....                 | .44½                                              | .....                 | .44½                                              | .....                 | .44½                                              | .....                 |
| <b>Territorial:</b>                                                                |                                                   |                       |                                                   |                       |                                                   |                       |                                                   |                       |
| Montana fine average, California fine, choice Nevada, and choice fine Wyoming..... | .19½                                              | .14½                  | .19½                                              | .14½                  | .18½                                              | .13½                  | .16½                                              | .11½                  |
| Montana, California, Nevada, and Wyoming fine scoured.....                         | .65                                               | .....                 | .65                                               | .....                 | .61½                                              | .....                 | .55                                               | .....                 |
| Montana and Wyoming medium or half blood.....                                      | .20½                                              | .15½                  | .20½                                              | .15½                  | .19½                                              | .14½                  | .19½                                              | .14½                  |
| Montana and Wyoming medium scoured.....                                            | .58½                                              | .....                 | .58½                                              | .....                 | .55                                               | .....                 | .55                                               | .....                 |
| Montana and Wyoming coarse or quarter blood Shropshire.....                        | .20½                                              | .15½                  | .20½                                              | .15½                  | .20½                                              | .15½                  | .20½                                              | .15½                  |
| Montana and Wyoming coarse or quarter blood scoured.....                           | .51                                               | .....                 | .51                                               | .....                 | .51                                               | .....                 | .51                                               | .....                 |



Table showing the price per pound for the leading grades of American wool, etc.—Cont'd.

| Grades.                                                                               | 1893.                                                  |                       |                                                        |                       | 1894.                                                  |                       |                                                        |                       |
|---------------------------------------------------------------------------------------|--------------------------------------------------------|-----------------------|--------------------------------------------------------|-----------------------|--------------------------------------------------------|-----------------------|--------------------------------------------------------|-----------------------|
|                                                                                       | Price in market, Philadel-<br>phia and Boston, Jan. 1. | Price on farm Jan. 1. | Price in market, Philadel-<br>phia and Boston, July 1. | Price on farm July 1. | Price in market, Philadel-<br>phia and Boston, Jan. 1. | Price on farm Jan. 1. | Price in market, Philadel-<br>phia and Boston, July 1. | Price on farm July 1. |
| <b>Fine merino:</b>                                                                   |                                                        |                       |                                                        |                       |                                                        |                       |                                                        |                       |
| Ohio XX fine washed fleeces.....                                                      | \$0.28                                                 | \$0.25                | \$0.24½                                                | \$0.21½               | \$0.23½                                                | \$0.20½               | \$0.20                                                 | \$0.17                |
| Michigan or Wisconsin X or fine washed.....                                           | .25                                                    | .22                   | .22                                                    | .19                   | .20½                                                   | .17½                  | .15                                                    | .12                   |
| Ohio XX fine unwashed.....                                                            | .20½                                                   | .17½                  | .17                                                    | .14                   | .15                                                    | .12                   | .14                                                    | .11                   |
| Ohio XX scoured.....                                                                  | .58                                                    | .....                 | .51                                                    | .....                 | .49                                                    | .....                 | .42                                                    | .....                 |
| <b>Half blood:</b>                                                                    |                                                        |                       |                                                        |                       |                                                        |                       |                                                        |                       |
| Ohio medium washed fleeces.....                                                       | .33½                                                   | .30½                  | .27                                                    | .24                   | .24½                                                   | .21½                  | .20½                                                   | .17½                  |
| Indiana, Illinois, Wisconsin, Kentucky, and<br>Missouri medium unwashed.....          | .25½                                                   | .22½                  | .20½                                                   | .17¼                  | .19                                                    | .16                   | .15½                                                   | .12½                  |
| Kansas, Nebraska, and Dakota medium un-<br>washed.....                                | .21                                                    | .17                   | .15                                                    | .11                   | .15                                                    | .11                   | .12½                                                   | .08½                  |
| Ohio medium scoured.....                                                              | .55                                                    | .....                 | .45                                                    | .....                 | .40½                                                   | .....                 | .34                                                    | .....                 |
| Ohio, Wisconsin, and New York coarse washed.....                                      | .33                                                    | .30                   | .27                                                    | .24                   | .23½                                                   | .20½                  | .20½                                                   | .17½                  |
| <b>Quarter blood:</b>                                                                 |                                                        |                       |                                                        |                       |                                                        |                       |                                                        |                       |
| Indiana, Illinois, Wisconsin, and average Ken-<br>tucky coarse unwashed.....          | .24½                                                   | .21½                  | .20½                                                   | .17½                  | .18½                                                   | .15¼                  | .16½                                                   | .13¼                  |
| Kansas, Nebraska, and Dakota, coarse un-<br>washed.....                               | .21½                                                   | .17½                  | .17                                                    | .13                   | .15½                                                   | .11½                  | .13½                                                   | .09½                  |
| Ohio coarse scoured.....                                                              | .44                                                    | .....                 | .36                                                    | .....                 | .31¼                                                   | .....                 | .27½                                                   | .....                 |
| <b>Territorial:</b>                                                                   |                                                        |                       |                                                        |                       |                                                        |                       |                                                        |                       |
| Montana fine average, California fine, choice<br>Nevada, and choice fine Wyoming..... | .16                                                    | .11                   | .13                                                    | .08                   | .11                                                    | .06                   | .09                                                    | .04                   |
| Montana, California, Nevada, and Wyoming<br>fine scoured.....                         | .53                                                    | .....                 | .43                                                    | .....                 | .36½                                                   | .....                 | .30                                                    | .....                 |
| Montana and Wyoming medium or half blood.....                                         | .17½                                                   | .12½                  | .15                                                    | .10                   | .12                                                    | .07                   | .09                                                    | .04                   |
| Montana and Wyoming medium scoured.....                                               | .50                                                    | .....                 | .42½                                                   | .....                 | .34                                                    | .....                 | .26                                                    | .....                 |
| Montana and Wyoming coarse or quarter blood<br>Shropshire.....                        | .20½                                                   | .15½                  | .16                                                    | .11                   | .14                                                    | .09                   | .12½                                                   | .07½                  |
| Montana or Wyoming coarse or quarter blood<br>scoured.....                            | .51                                                    | .....                 | .40                                                    | .....                 | .35                                                    | .....                 | .31                                                    | .....                 |



1494 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

Table showing the price per pound for the leading grades of American wool, etc.—Cont'd.

| Grades.                                                                            | 1895.                                              |                       |                                                    |                       | 1896.                                              |                       |
|------------------------------------------------------------------------------------|----------------------------------------------------|-----------------------|----------------------------------------------------|-----------------------|----------------------------------------------------|-----------------------|
|                                                                                    | Price in market, Philadel-phia and Boston, Jan. 1. | Price on farm Jan. 1. | Price in market, Philadel-phia and Boston, July 1. | Price on farm July 1. | Price in market, Philadel-phia and Boston, July 1. | Price on farm July 1. |
| Fine merino:                                                                       |                                                    |                       |                                                    |                       |                                                    |                       |
| Ohio XX fine washed fleeces.....                                                   | \$0.17½                                            | \$0.14½               | \$0.16½                                            | \$0.13½               | \$0.17                                             | \$0.14                |
| Michigan and Wisconsin X or fine washed.....                                       | .15½                                               | .12½                  | .15½                                               | .12½                  | .15                                                | .12                   |
| Ohio XX fine unwashed.....                                                         | .13                                                | .10                   | .13                                                | .10                   | .12                                                | .09                   |
| Ohio XX scoured.....                                                               | .36½                                               | .....                 | .34½                                               | .....                 | .35½                                               | .....                 |
| Half blood:                                                                        |                                                    |                       |                                                    |                       |                                                    |                       |
| Ohio medium washed fleeces.....                                                    | .20                                                | .17                   | .20½                                               | .17½                  | .19½                                               | .10½                  |
| Indiana, Illinois, Wisconsin, Kentucky, and Missouri medium unwashed.....          | .15½                                               | .12½                  | .15                                                | .12                   | .14½                                               | .11½                  |
| Kansas, Nebraska, and Dakota medium unwashed.....                                  | .12                                                | .08                   | .12                                                | .08                   | .11½                                               | .07½                  |
| Ohio medium scoured.....                                                           | .33                                                | .....                 | .34                                                | .....                 | .32                                                | .....                 |
| Ohio, Wisconsin, and New York coarse washed.....                                   | .21½                                               | .18½                  | .20                                                | .17½                  | .18½                                               | .15½                  |
| Quarter blood:                                                                     |                                                    |                       |                                                    |                       |                                                    |                       |
| Indiana, Illinois, Wisconsin, and average Kentucky coarse unwashed.....            | .16½                                               | .13½                  | .17½                                               | .14½                  | .15                                                | .12½                  |
| Kansas, Nebraska, and Dakota coarse unwashed.....                                  | .14½                                               | .10½                  | .15½                                               | .11½                  | .13½                                               | .08½                  |
| Ohio coarse scoured.....                                                           | .28½                                               | .....                 | .27½                                               | .....                 | .24½                                               | .....                 |
| Territorial:                                                                       |                                                    |                       |                                                    |                       |                                                    |                       |
| Montana fine average, California fine, choice Nevada, and choice fine Wyoming..... | .10                                                | .05                   | .10                                                | .05                   | .09                                                | .04                   |
| Montana, California, Nevada, and Wyoming fine scoured....                          | .33½                                               | .....                 | .33½                                               | .....                 | .30                                                | .....                 |
| Montana and Wyoming medium or half blood.....                                      | .11                                                | .06                   | .11                                                | .06                   | .11                                                | .06                   |
| Montana and Wyoming medium scoured.....                                            | .31½                                               | .....                 | .31½                                               | .....                 | .30                                                | .....                 |
| Montana and Wyoming coarse or quarter blood Shropshire....                         | .12½                                               | .07½                  | .12½                                               | .07½                  | .11½                                               | .06½                  |
| Montana and Wyoming coarse or quarter blood scoured....                            | .31                                                | .....                 | .31                                                | .....                 | .28                                                | .....                 |

Every woolgrower knows that these free-wool prices are ruinous to American sheep husbandry.

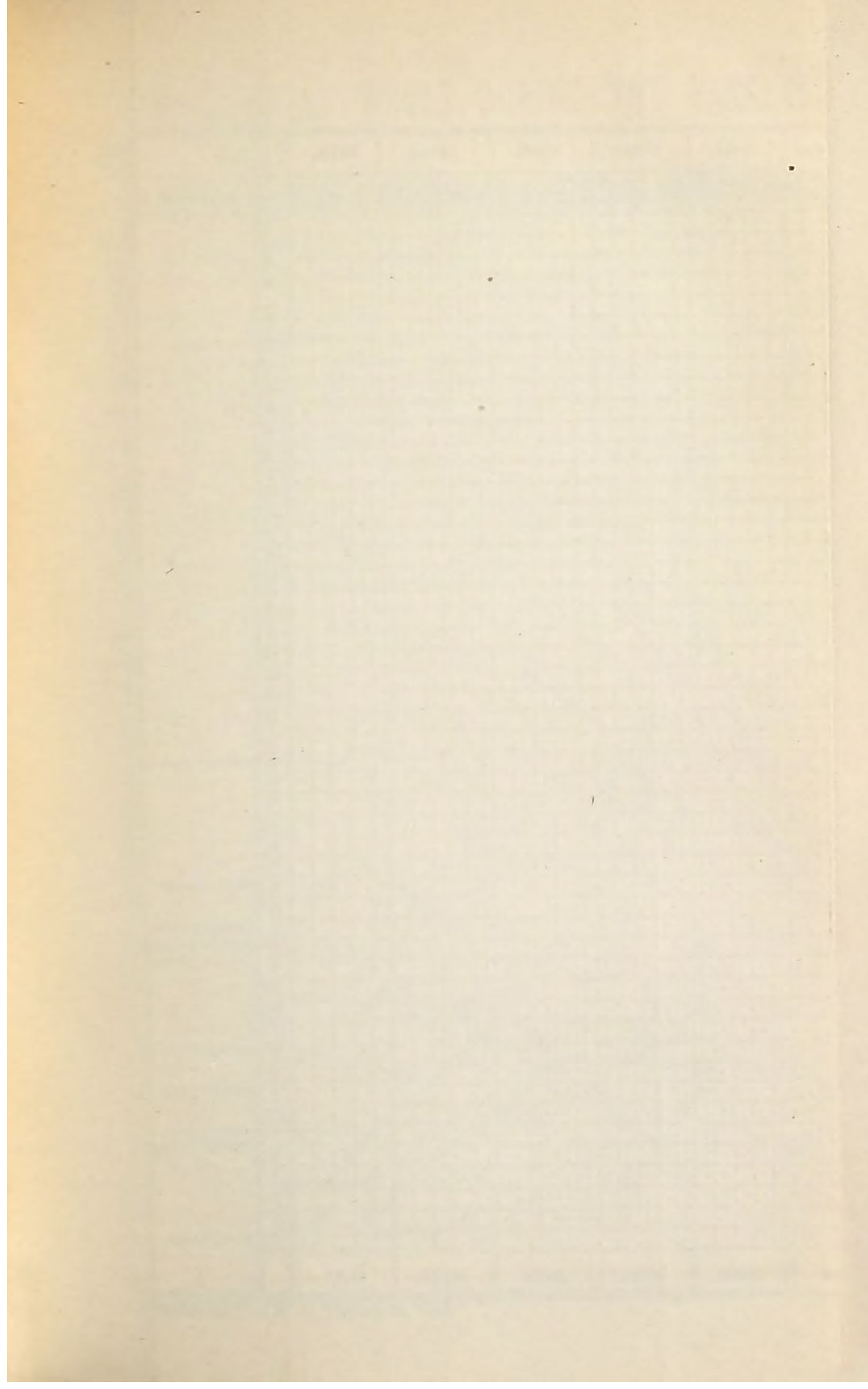
ENGLISH PRICES FOR THE LONG WOOLS OF THE MUTTON BREEDS, 1784 TO 1894.

The ruling prices of "down" fleeces, as paid to the growers or flock masters for the last one hundred and ten years.

[United States Consul Claude Meeker.]

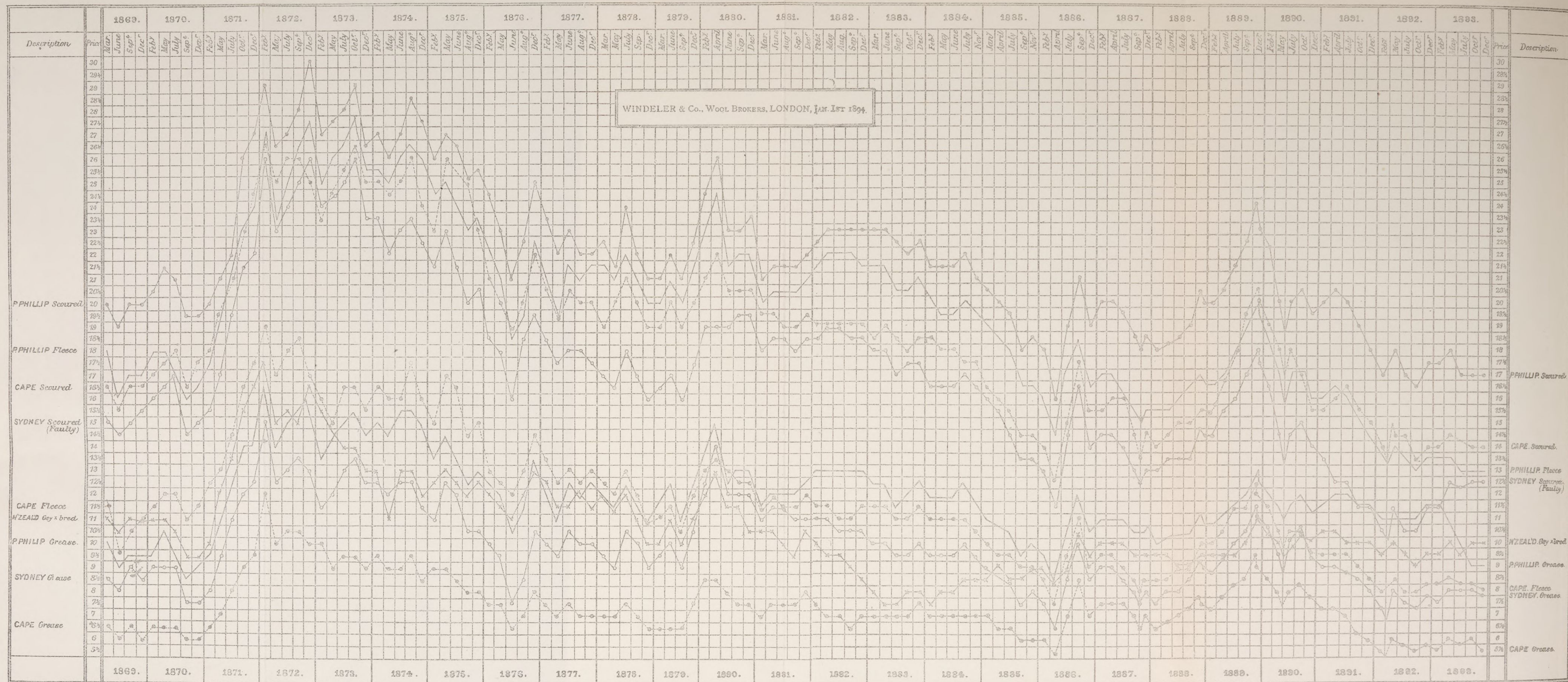
| Year.     | Price.        | Year.     | Price.        | Year.     | Price.        | Year.     | Price.        | Year.     | Price.        |
|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|
|           | <i>Cents.</i> |           | <i>Cents.</i> |           | <i>Cents.</i> |           | <i>Cents.</i> |           | <i>Cents.</i> |
| 1784..... | 17            | 1807..... | 48            | 1829..... | 13            | 1851..... | 24½           | 1873..... | 37            |
| 1785..... | 18            | 1808..... | 42            | 1830..... | 19            | 1852..... | 26            | 1874..... | 34½           |
| 1786..... | 18            | 1809..... | 72            | 1831..... | 27            | 1853..... | 34½           | 1875..... | 36½           |
| 1787..... | 22            | 1810..... | 56            | 1832..... | 24            | 1854..... | 23½           | 1876..... | 32            |
| 1788..... | 24            | 1811..... | 34            | 1833..... | 34            | 1855..... | 28            | 1877..... | 34            |
| 1789..... | 24            | 1812..... | 40            | 1834..... | 37            | 1856..... | 32            | 1878..... | 30½           |
| 1790..... | 25            | 1813..... | 46            | 1835..... | 33            | 1857..... | 36            | 1879..... | 24            |
| 1791..... | 18            | 1814..... | 52            | 1836..... | 36            | 1858..... | 29½           | 1880..... | 30            |
| 1792..... | 32            | 1815..... | 46            | 1837..... | 24            | 1859..... | 35½           | 1881..... | 28            |
| 1793..... | 23            | 1816..... | 36            | 1838..... | 32            | 1860..... | 39            | 1882..... | 30            |
| 1794..... | 26            | 1817..... | 48            | 1839..... | 34            | 1861..... | 32            | 1883..... | 27            |
| 1795..... | 30            | 1818..... | 60            | 1840..... | 27            | 1862..... | 35½           | 1884..... | 26            |
| 1796..... | 32            | 1819..... | 38            | 1841..... | 22            | 1863..... | 41½           | 1885..... | 22            |
| 1797..... | 30            | 1820..... | 34            | 1842..... | 20½           | 1864..... | 48            | 1886..... | 23            |
| 1798..... | 30            | 1821..... | 30            | 1843..... | 20½           | 1865..... | 42½           | 1887..... | 26            |
| 1799..... | 42            | 1822..... | 30            | 1844..... | 25            | 1866..... | 36            | 1888..... | 21            |
| 1800..... | 34            | 1823..... | 30            | 1845..... | 27½           | 1867..... | 33            | 1889..... | 24            |
| 1801..... | 38            | 1824..... | 28            | 1846..... | 25            | 1868..... | 31½           | 1890..... | 23            |
| 1802..... | 38            | 1825..... | 32            | 1847..... | 23½           | 1869..... | 27½           | 1891..... | 23            |
| 1803..... | 40            | 1826..... | 20            | 1848..... | 18            | 1870..... | 26            | 1892..... | 21            |
| 1804..... | 44            | 1827..... | 18            | 1849..... | 20½           | 1871..... | 35½           | 1893..... | 20½           |
| 1805..... | 54            | 1828..... | 16            | 1850..... | 23½           | 1872..... | 43            | 1894..... | 21            |
| 1806..... | 44            |           |               |           |               |           |               |           |               |







# TABLE SHEWING FLUCTUATIONS IN THE VALUE OF COLONIAL WOOLS DURING THE PAST 25 YEARS.



\* Like in quality to XX Ohio scoured.



## LONDON PRICE OF WOOLS 1869-1893.

The annexed diagram shows the London prices of wools from 1869 to 1893, taken from the Treasury Department report on wool and manufactures of wool, 1894, between pages 562-563.

## THE INDIANA WOOLGROWERS' ASSOCIATION INDORSES THE WOOLGROWERS' BILL.

The following resolutions were reported by the committee on resolutions at the annual meeting of the Indiana Woolgrowers' Association, held on the 5th and 6th days of January, 1897, at the city of Indianapolis, and unanimously adopted, and the secretary ordered to have them printed and to forward a copy to the Hon. Nelson Dingley, jr., chairman of the Committee on Ways and Means in the present House of Representatives in Congress, and a like copy to each Member of Congress from the State of Indiana:

Whereas the convention that nominated William McKinley as a candidate for the Presidency of the United States embodied in the platform of principles then declared the following promise, viz:

"To wool, the product of the great industry of sheep husbandry as well as to the finished woollens of the mills, we promise most ample protection."

And whereas that promise was accepted in good faith by more than one million of husbandmen and farmers that are now engaged in sheep husbandry and woolgrowing in the United States, or that would gladly engage therein, with proper governmental protection, and without whose votes McKinley could not have been elected: Therefore,

*Resolved*, That as American citizens engaged in that "great industry," we demand that that pledge shall be sacredly kept, and that in framing any law on the subject of protection by customs duties that shall be enacted that it shall be so framed as to afford protection to woolgrowers equal in all respects to that afforded to the most favored industries of the country.

*Resolved*, That we believe sheep husbandry and woolgrowing to be essential to our national prosperity and well-being, not only in times of peace, but also to our national defense in times of war, which calamity is liable to befall us at any time. Hence, we hold that it is the duty of Congress to enact such laws as will, by means of tariff protection against the ruinous competition of foreign-grown wool in the markets of the United States, warrant farmers and woolgrowers of our own country in extending and enlarging that industry sufficiently to meet and supply every demand for home consumption with home-grown wool, which can only be accomplished by levying such customs duties on imported wool as will make it unprofitable to those engaged in the importation and sale of wools grown on cheap lands and by cheap and depressed labor in foreign countries to undersell us in our own markets.

*Resolved*, That we are in favor of the enactment into law of the wool schedule embodied in the draft of a bill prepared and accompanying the memorial of the National Woolgrowers' Association to Congress, adopted at their meeting commencing on the 4th day of December, 1895, in the city of Washington, D. C., which will be found on pages 83 and 84 of Senate Document No. 17, Fifty-fourth Congress, first session, believing that anything substantially short of the duties proposed in said draft will be inadequate and fail to give that "ample protection" promised, and that we have a right to expect, and now respectfully demand.

*Resolved*, That we respectfully ask that all duties on shoddy rags and other substitutes for wool shall be so high as to be prohibitive.

*Resolved*, That we earnestly protest against ad valorem duties in any form, but that in all cases whatever, where duties shall be levied, they shall be specific, that they may not be evaded by fraudulent undervaluations.

JOHN W. ROBE,  
*Secretary Indiana Woolgrowers' Association.*

## WOOL DUTIES RECOMMENDED BY SAMUEL LEE.

NO. 14 NORTH FRONT STREET, PHILADELPHIA, PA.,  
February 3, 1897.

DEAR SIR: The duty of 12 cents I named on China wool was too high. It ought to be about 5 cents. The duty as named before is about right on the balance of the list I sent you. South American crossbreeds want a good duty put on.

I remain, yours, truly,

SAML. LEE.

Hon. WM. LAWRENCE.



## TEXAS WOOL DEALERS.

The following letter, preceded by editorial comment, is from the San Angelo Enterprise, Texas, February 2, 1897:

## SHEEPMEN'S WANTS.

The following letter, dated San Angelo, January 28, was sent by the Texas Woolgrowers' Association to the executive committee of the National Woolgrowers' Association now in session at Washington, D. C., and is self-explanatory:

DEAR SIR: The woolgrowers of Texas will be satisfied with a specific duty of 8 cents per pound on wools in the grease, with a duty on washed, scoured, sorted, and skirted wools, tops, noils, wastes, shoddies, and all other forms in which wools or substitutes of wools are imported, equivalent to 8 cents per pound on unwashed wools shrinking 67 per cent. We only ask 8 cents per pound duty, but we want it to be 8 cents all the way through on unwashed wools of above stated shrinkage.

We are strongly opposed to the importation of Mexican ewes free of duty, and think the duty on all kinds of sheep should be \$2 per head.

Yours, very truly,

C. G. BURBANK, *President.*  
GEO. RICHARDSON, *Secretary.*

*Comments thereon.*—There are some woolgrowers and wool dealers who desire *one rate* of duty on ALL WOOLS without regard to class. They of course advocate this on the expectation that the desired rate shall give a *protective benefit* equal to that rate. A duty of 8 cents per pound on merino wool shrinking 67 per cent means, of course, 24 cents on scoured.

This rate of 24 cents per scoured pound of the long wools of the mutton breeds and of the so-called third-class or carpet wools is equal to 16 cents per unwashed pound of such wools, because the *average* of such wools as would be imported will shrink in scouring only about 30 per cent.

There is much justice in demanding this rate, because these wools compete directly with ALL our American wools, and the imports of third-class wools, as heretofore shown, largely exceeded in one year more than the imports of all other classes of wools.

At the recent meeting of the Texas Woolgrowers' Association the proceedings did not make any recommendation as to rate.



STATEMENT MADE BY MR. THEODORE JUSTICE, OF PHILADELPHIA, PENNSYLVANIA.

WEDNESDAY, *January 6, 1897.*

Mr. JUSTICE said: Mr. Chairman and gentlemen of the committee, I am neither a woolgrower nor a manufacturer, but as I have been both I am possibly somewhat qualified to speak of the interests of both; but still I do not appear here to-day in the interest of either the woolgrower or the manufacturer—that is, in the interest of one more than the other. I particularly desire to be heard in the interest of the man who has not yet appeared before your committee—that is the consumer. There are 70,000,000 of them.

The subjects which I have arranged to speak upon here are arranged in order. The matter is printed. I shall not attempt to read it. It is prepared for your committee. But I thought it would facilitate your arrival at just conclusions if I call your attention to some of the facts which you, not being experts, possibly might find of value.

The wool question is a difficult one for most men to understand, and an object lesson, a sort of kindergarten, will perhaps make it more plain than an elaborate article read from manuscript.

I propose to discuss the consumer, and to show how he has been injured by free wool, owing to the removal of the McKinley duties in one schedule alone. I propose to show that while the consumer has received the benefit of 93 cents per capita in cheaper clothing, by reason of the removal of the duty on wool, he has been crippled in his purchasing power nearly \$6 per capita, in order that he may save 93 cents.

I desire to show how woolgrowing has been destroyed by the Wilson law and how the destruction of the industry has been checked by Mr. McKinley's election. I wish to discuss the importance of domestic wool as a munition of war.

Schedule K of the McKinley tariff was misunderstood. The erroneous impression has prevailed in the public mind that the McKinley law was too high. It was not a Chinese wall. It was not a prohibitory tariff; under it the American people reached the highest point of prosperity. We had under it a higher degree of prosperity than any other nation in the world. I wish to show our experience under four different tariff laws during sixteen years. I will show the effect upon sheep husbandry during these periods of adequate and inadequate protection. In making a new law you will have the benefit of the experience of the past four laws. There were two periods under the last four tariff laws when we had adequate protection. If you will examine them you will see where the line should now be drawn between adequate and inadequate protection.

I will allude to the world's supply and its effect upon prices. I wish to show how American protection raised American prices and lowered foreign prices at the same time for wools of the same kind and quality; and also to show, in opposition to that, how free trade lowered American prices and advanced the foreign prices of wool of the same kind and quality.

I wish to speak of carpet wool, and of compensatory duties on woolens especially. These samples are arranged to illustrate the relation of compensatory duties to raw wool, a subject most difficult for laymen to comprehend. I desire to speak on the subject of shoddy.



Mr. EVANS. Would it be any trouble to speak on that subject first, compensatory duties?

Mr. JUSTICE. No, sir; only that it might confuse the systematic arrangement of my papers.

Mr. EVANS. You may not have time to speak fully on that when you get to it in the regular order.

Mr. JUSTICE. Anything I fail to have time to fully discuss you will have access to later on in my printed argument.

The matter of shoddy is one which, possibly, I can now pass over because it eloquently tells its own story in the papers submitted and requires no samples with which to illustrate it.

I also wish to show how the McKinley law was framed by a convention of both growers and manufacturers, every one of whom was an expert in his line. I wish to show how, with the exception only of Judge Lawrence, they agreed on that law unanimously. There has never been a more perfect schedule than Schedule K of the law of 1890, and, with all due respect to this committee, I do not hesitate to say there will never be a better one; barring a few changes in rates to suit present conditions, there should, in my opinion, be no other changes. No other tariff schedule has ever been framed by men so many of whom were experts. Major McKinley stated to the convention which framed Schedule K that if they would agree upon it unanimously it should go into the bill.

I propose to conclude my remarks with a draft or suggestion of a new tariff law that is adjusted to the altered conditions of the times, and that will represent McKinleyism. McKinleyism as I understand it means the recovery of lost industries. It means to the American producer enough duty upon imports to put him on equal terms, and no more, with his foreign competitor.

There is an impression that the equivalent of the duties imposed upon the imported manufactures of wool go into the pockets of the domestic manufacturers. I propose to show that with wages 50 per cent lower in England than in America and 60 per cent lower in Germany than in America (which of course means that wages are 100 per cent higher here than in England and 150 per cent higher than in Germany) that 50 per cent ad valorem duty, only one-third of which is collected, is inadequate to protect our mills to-day. That is one of the causes of their present idleness. Another cause is the decreased purchasing power of the people. If you will permit me to briefly allude to these subjects I will dispose of them as rapidly as I possibly can.

#### LOSS TO THE NATION IN PURCHASING POWER.

The first subject to which I wish to call your attention is the loss in one year's purchasing power of the American people by the changes in Schedule K alone, which resulted in a loss in purchasing power to this nation of \$426,250,000 on the lowest estimate of statisticians. On an estimate of others it is \$4,000,000,000—the cost of our civil war. I adopt the lowest estimate, the estimate of the late General Walker, of Massachusetts. I have arranged this in debit and credit form so you will understand it.

In 1892 (before the McKinley law was menaced with repeal, and before its influence was discounted and it became a dead letter), the American people produced 145,000,000 pounds of clean scoured wool, and the average value was 55 cents (including the finest and the coarsest). In the year just closed, 1896, America produced 115,000,000



pounds of scoured wool, the average value of which to-day is 30 cents per pound. The removal of the wool duty has lessened the value of scoured wool 25 cents a pound. The 55 cents a pound on the clip of 1892 brought the American wool grower \$79,750,000. The clip of the present year brought him \$34,500,000. The decline in the amount of money which the American woolgrower received for his wool in 1896 as compared with 1892 was \$45,250,000.

The CHAIRMAN. If you will pardon me right there for making an interruption, I would like to ask was that decline confined to the United States alone?

Mr. JUSTICE. Yes, sir.

The CHAIRMAN. There was no decline in the foreign woolproducing countries, taking, for instance, the London market?

Mr. JUSTICE. I am speaking of the loss to the American woolgrower.

The CHAIRMAN. The question was as to whether there were other causes for the decline aside from the removal of the duty.

Mr. JUSTICE. No, sir; the foreign markets advanced; and if they had not the loss here would have been much greater. Prices for Port Phillip wool in London have advanced 30 per cent since Mr. Cleveland issued his second-term inaugural message.

I was approaching the loss to mill hands in the year 1896. The census of 1890 showed that the people working in woolen mills earned annually about \$80,000,000. The mills in 1896 were running less than half time, and, therefore, there was less than \$40,000,000 actually earned. Manufacturers will testify that the consumption of wool in 1896 was less than half of the consumption of raw wool in a normal McKinley year. Therefore, there was a decrease of over \$40,000,000 in the wages of the mill operatives, and a decrease of \$45,250,000, as stated before, in the value of the wool to the grower. That makes \$85,250,000 that was lost to two classes of labor, viz, the woolgrower and the woolen-factory laborer. It has been stated that wages earned by laboring men circulate ten times during a year, and that money earned by farmers from the proceeds of farm products circulates five times during the year. I am willing to assume that wages earned by mill hands circulate no more during the year than those of the farmers, and, therefore, we will multiply by five this \$85,250,000 loss in purchasing power by two classes of people alone to show what has been the loss in the purchasing power of the American nation from the reduction in the wool schedule alone. It reaches the enormous sum of \$426,250,000. This is partly the cause of the depression existing everywhere to-day. Everybody has suffered from this decreased purchasing power of the nation. If you distribute this \$426,250,000 among 70,000,000 people, it amounts to a decrease of purchasing power of about \$6 per capita.

Of course, they are entitled to a credit arising from cheaper clothing through the placing of wool on the free list. If you take what has been saved by the reduction of the cost of scoured wool, amounting to 25 cents a pound, you have saved \$65,000,000 in the cost of clothing and have lost \$426,250,000 in purchasing power. The 70,000,000 people which I stand here to represent have saved 93 cents each but have lost about \$6 each.

I have thus far dealt with the question only as it affects the per capita consumer. I now wish to treat it as it affects the woolgrower alone. The loss to the average woolgrower in the State of New York between the McKinley price for his wool and his sheep and the free trade price to-day is \$430 to each woolgrower. He is entitled to a credit



for what he saves on his clothing. I will allow him eight suits of clothing annually for his family, each suit containing 3 pounds of scoured wool, or 24 pounds of scoured wool, at 60 cents, the McKinley price for wool above the average quality. The cost of 24 pounds at the Wilson law price is 30 cents. He has saved by free wool \$7.20. The net average loss, therefore, by free wool, is \$422.80 for every grower. This is how free wool affects these consumers, and to a lesser degree all other consumers. I have an additional evidence of loss to consumers in a letter which I will come to further on—a woolgrower in Texas, who writes that in 1891 he received 21 cents in Texas for his wool, and the year before last, 1895, only 4½ cents, and last year, 1896, less than 4 cents. He has furnished me with his accounts of sales to produce, if desired. His wool was sold in St. Louis. He states that all the woolgrowers in his part of Texas had decided not to breed their ewes, but to fatten all their sheep and sell them to the slaughterhouses. Since McKinley's election, and under the promise in the St. Louis platform of "the most ample protection" to sheep husbandry, they are again breeding their ewes and preparing to increase their flocks.

#### WOOL AS A MUNITION OF WAR.

I would speak of wool as a munition of war. Imagine our condition if we destroy our flocks, and so become dependent upon British colonies for our wool supply. Having no mercantile marine, our wools from Australia are being carried to-day under the British flag. In case of trouble with England what would be our predicament? We would be without wool, which is as important to us as a munition of war as it is to our personal comfort. Possibly it would bring the importance of the matter more plainly before you if I allude to the difficulty which the Southern Confederacy had from that cause; but that was a small matter in comparison with what happened to General Washington's army. There had been no pretense of uniforming his troops. The only regiment that was uniformed at all at that time was the red-feather militia regiment from Philadelphia, wearing imported cloth. Previous to the Revolution there was not a wool factory in America. Clothing was made from yarn spun in the household. The women spun the yarn and the itinerant weavers from Yorkshire did the weaving on handlooms. The only mills in the country were fulling mills, where goods were sent to be finished. When Washington crossed the Delaware in the ice in a snowstorm and fought the Hessians at Trenton his troops were in threadbare and ragged clothing. They were wearing what they had started with from their homes when they enlisted. At Valley Forge 4,000 of Washington's soldiers were relieved from outdoor duty because they were practically naked. At the time Washington doubtless reflected on the importance of woollen factories as a home industry necessary to provide munitions of war. This thought must have been present with him ever after, as his first official act after becoming President was the signing of a protective tariff law.

#### MCKINLEY LAW WAS NOT TOO HIGH.

Now, I wish to speak of the McKinley law, which has been regarded by many who were not well informed as "a great high Chinese wall—a prohibitory tariff." The uninformed public had that impression. It was not true of Schedule K. Under the first three years of the McKinley law (and I consider it was practically repealed after March 4, 1893, when Mr. Cleveland issued his message) we imported wool and woolens to the



annual average value of \$56,300,000, upon which the duties were over \$42,000,000. Could it have been a Chinese wall? Could it have been a prohibitory tariff if all these goods were imported in spite of it? What was the result of the so-called "prohibitory tariff" to the American people? In one year after the McKinley law was passed the average value of clothing was cheaper than ever before, and so was wool. I now come to the question of the experience with four different tariff laws, to which I would like to call your attention as the most important portion of my paper. Upon you rests the responsibility of forming a tariff law that will last for many years. All parties are willing to concede something for a settlement that will endure for some years. Mr. Cleveland, I believe, said, among the many other catchwords which have been good things to say, that "the tariff will never be settled until it is settled right." It will never be settled right so long as any clause in it permits the destruction of an important American industry. In making the suggestions which I propose for your assistance in this grave matter I have in view the fact that a large number of our 70,000,000 people are not generally informed on the subject of the tariff question. It is impossible to enlighten them, and therefore I would ask for the very least increase in duties that is necessary to check the destruction of important industries that are being rapidly annihilated by Schedule K of the Wilson law.

I ask for the very least that will start our mills; the very least that will give back to the American people this \$6 per capita, or \$412,500,000, lost to consumers in purchasing power through this one Schedule K, upon which you are to act through the information you will receive from the gentlemen appearing here to-day and to-morrow. This diagram (p. 164) which I hold in my hand you will see is divided into four periods. The first period comprises the latter part of the tariff law of 1867, when the duty upon wool was 10 cents a pound plus 11 per cent ad valorem on wool costing 32 cents per pound and under, and 12 cents per pound and 10 per cent ad valorem on wool costing over 32 cents per pound. The amount of duty collected on wool of the first class under this law of 1867 was 12½ cents per pound and upward. Under that law our flocks increased with strides and bounds. In the last four years of that law we increased our flocks 25 per cent. In sixteen years more of that law, undisturbed, with 12½ cents per pound duty on unwashed skirted wool of the first class, we would have doubled our clip. If that law had been permitted to continue and the increase had kept on at that rate, by 1895, or soon thereafter, the American woolgrower would have produced 650,000,000 pounds of wool, which is all that is consumed by the American people, including that used in all of our imported woollen goods.

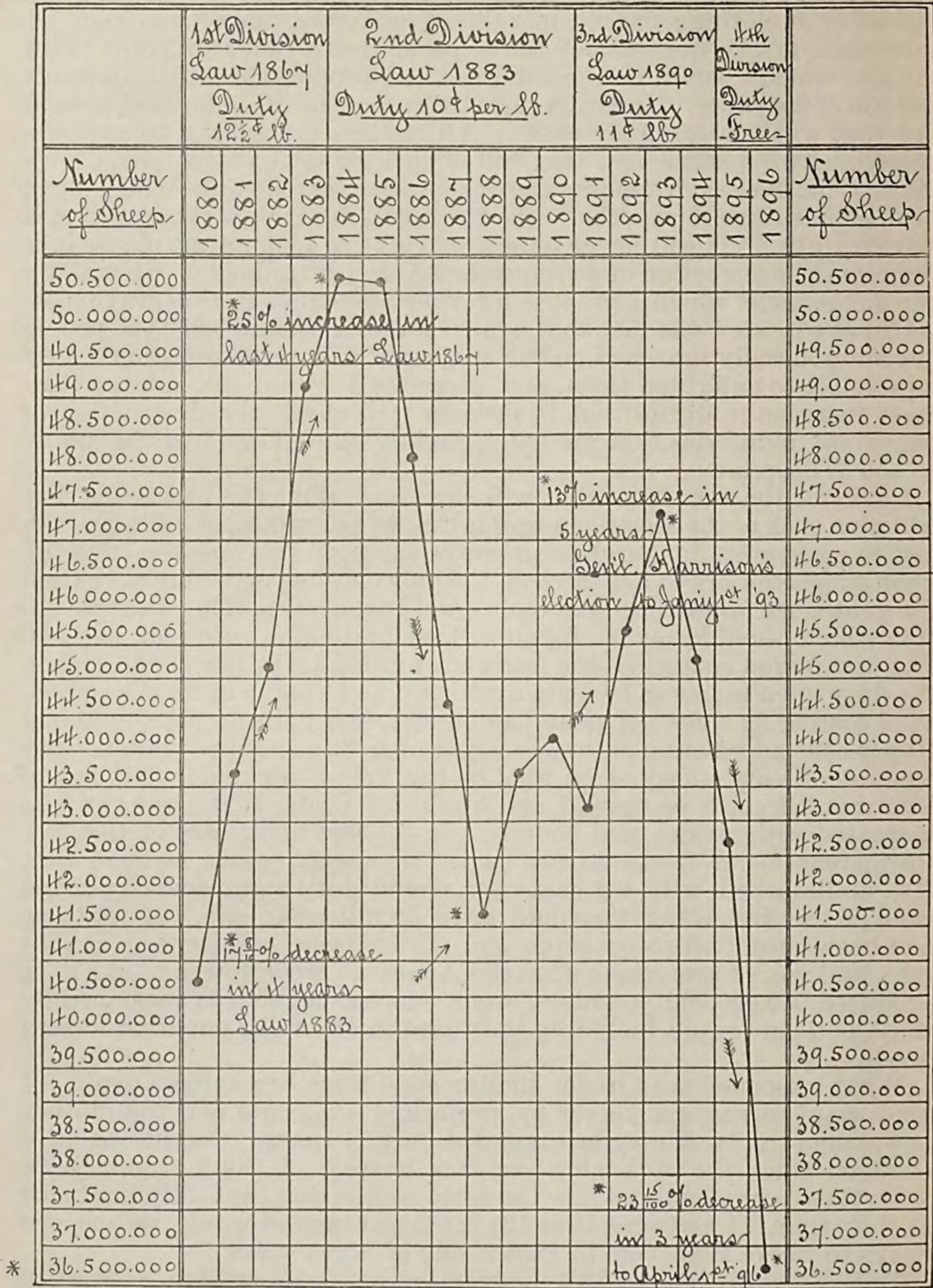
What happened then under similar conditions can happen again. I don't want to cause a shiver by proposing 12½ cents per pound duty now, when the McKinley law imposed only 11 cents. Conditions have changed since the McKinley law was passed. I think that a little lower duty now would produce the same results that that duty produced at that time. I am sure that 12½ cents per pound would return our flocks to where they were in 1893 inside of eight years.

The second division of this diagram covers the operation of the tariff law of 1883, which was, I presume, the worst tariff law in modern times, as far as Schedule K is concerned, ever had up to the passage of the Wilson law. Under it all the finest productions of woollens that the science and improvements of machinery could produce were admitted at a lower duty than was collected upon the cheapest shoddy goods, because the courts



EXPERIENCE WITH FOUR DIFFERENT TARIFF LAWS.

SCHEDULE F.



\* From the Bulletin of the National Association of Wool Manufacturers  
Sept 1896



decided that the commercial name of such superfine cloths was not woollens, but "worsted." The loss of employment by the American factories under such conditions closed our mills and narrowed the market for wool. Even 10 cents per pound on wool failed to be adequate protection under those conditions. We were without a good home market for our wool. The duty had been reduced from  $12\frac{1}{2}$  to 10 cents, but the industry languished not so much because 10 cents was inadequate as because of the loosely drawn schedules. The custom-house was cheated in a thousand ways. This article, "wool top," [exhibiting sample] was not named in that law of 1883. It should have paid a duty of 60 cents per pound—30 cents as scoured wool, and double duty because it was changed from the usual and ordinary condition of scoured wool. There was such a schedule that made tops (which had heretofore been unknown commercially except to a limited extent) pay a duty of 60 cents per pound. "Tops" are the result of the first process after carding and combing clean, scoured wool.

Mr. GROSVENOR. It has been said that tops are made out of waste—something that is equivalent to waste—a mere by-product.

Mr. JUSTICE. I was just coming to that. This is the same article. It is top broken up in pieces and commercially named "waste." It was imported as "waste" under the law of 1883. It was broken up by machinery made for the purpose of cheating our Government and in order that its commercial name might become "waste." The courts have decided that imported articles should pay the duties at the custom-house according to their commercial designation. Silks suitable for many clothing purposes under the tariff of 1883 came in under the commercial name of "hat trimmings," and the Government had a suit about that, involving millions of dollars. This "broken top" came in then under the commercial name of "waste," and hundreds of thousands of pounds of these so-called wastes, but really highly purified and the most valuable form of pure, scoured wool, came in at 50 cents per pound less than their proper duty. To-day this merino scoured wool [showing sample] is worth 30 to 35 cents in London, while this [showing sample] so-called "waste" is worth 37 to 40 cents in London, worth nearly as much as this top [indicating], a partial manufacture of wool. The McKinley Schedule K was so worded as to stop this abuse. "Waste" cases were tried in our courts. The Government claimed a duty of 60 cents per pound and the importers only 10 cents. The manufacturers interested in importing it at 80 per cent less than its proper duty, brought in droves of people from the mills to testify that it was commercially known as "waste." They were shown samples and were asked, "Are you familiar with this?" "Yes." "What do you call it?" They would answer, "Oh, it is waste." A hundred men from the mills were run through the witness stand in almost as many minutes and a few brief questions asked. The testimony was always the same. It was "waste." The testimony of the few who knew that it was top broken up to cheat the Government had no influence, and so the judge decided that, as the weight of the evidence was that it was "waste," the verdict went against the Government and it was admitted as "waste" at a duty of 10 cents per pound. That was one of the abuses of the law of 1883 that caused the wool industry to decline when the duty on unwashed was 10 cents per pound. There could be no satisfactory sale for American wool when you could bring in that valuable article [indicating sample of broken top] at 10 cents a pound duty, instead of 60 cents per pound. It paid only the duty of shoddy, while it was worth 900 per cent more



than shoddy. Those were some of the reasons why 10 cents per pound was then inadequate and our wool producers were injured.

The CHAIRMAN. That fraud on the revenue was cured by the act of 1890.

Mr. JUSTICE. It was, but the Government loss in revenue had been 50 cents a pound. The decline in the number of sheep under the tariff law of 1883 began to show by 1884, and by 1888 there had been a decrease of 17 per cent in their number. In 1888 when General Harrison was elected the decline was checked, because the platform upon which he was elected had in it a clause which declared for protection for wool. That clause, I consider, caused him to be elected. Two years before the McKinley law was passed, but under the promise of the McKinley law, with only 10 cents per pound duty on unwashed skirted wool of the first class, the flocks increased. This 10 cents seemed to be adequate then; therefore I differ with Judge Lawrence when he states that 10 cents a pound was never adequate. I say 10 cents when our mills are busy and when there is a good market for American wool is adequate. But when the Judge undertakes to say that the McKinley law was not a measure of adequate protection for wool, I also differ with him and can show beyond any possibility of doubt that both wool and woolens were amply protected under that law. So far as Schedule K goes, I would be glad to see it reenacted almost without the crossing of a "t" or the dotting of an "i," and if reenacted I believe both manufacturers and growers in less than one year would again prosper as they did before.

I hope to be able to demonstrate that, while the McKinley law was a measure of adequate protection, it was not a "Chinese wall" nor a prohibitory tariff.

The next or third period of my diagram begins in 1888 when Mr. Harrison was elected, and continues from that time up to President Cleveland's second inaugural message. Under the adequate protection of the third period the clips increased 13 per cent, and if that rate of increase had continued until 1905, according to commercial estimates, and until 1915, on the estimates of the Department of Agriculture, America would have produced 650,000,000 pounds of wool, which is the entire quantity we consume.

Now, I come to the last period, the period of free trade, in which cries of despair come from every quarter of the land.

When President Cleveland made it known in his inaugural that he meant to continue his assault upon the wool industry, the farmers, knowing that he had both branches of Congress with him, realized that their fate was sealed; and while the price of sheep was high, they were butchered in countless numbers. This diagram in the fourth part shows that the destruction of the flocks began immediately. From March 1893 to March 1896, 23 per cent of the sheep had disappeared. This in the short space of less than four years. This is only the estimate of the Department of Agriculture; others, with more accurate means of knowing, make the destruction much larger.

Judge Lawrence has alluded to the estimate of Mr. Snow, who was assistant statistician of the Agricultural Department. This gentleman has access to all of the means for acquiring information possessed by the Government. He made a canvass recently on his own responsibility, and he declares the number of sheep to-day to be only 32,000,000, which is less than I show in this diagram. I adopt for the diagram the official figures, but I believe the commercial figures, based on Mr. Snow's estimate, to be the more accurate. Under the latter we have

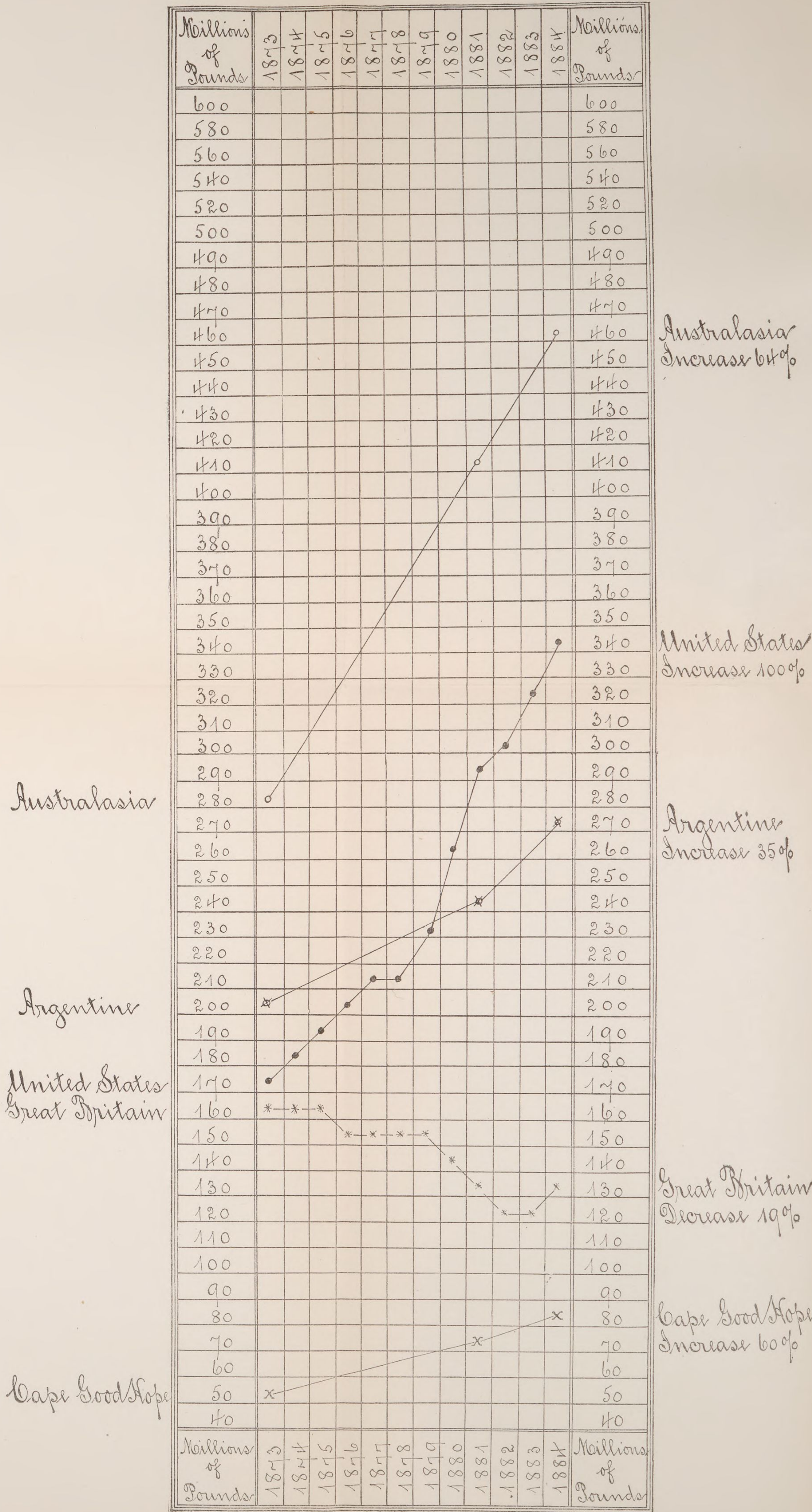


Whiteport  
Feb 25/10

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Under the adequate protection of the tariff law of 1867 (when the duty on wool of the first class was 12½ cents per pound and upward) the clip of the United States increased faster than that of any other nation in the World. During this period wool in London of the same kind and quality averaged more than 50 per cent below the prices in the United States.





fewer sheep in the United States to-day than we had in 1865, at the close of the war. (See table following giving number of sheep since 1860.)

*Number of sheep on hand each year from 1860 to 1897.*

| January 1— | Number.    | January 1— | Number.    | January 1—          | Number.             |
|------------|------------|------------|------------|---------------------|---------------------|
| 1860 ..... | 22,471,275 | 1873 ..... | 33,002,400 | 1886 .....          | 48,322,331          |
| 1861 ..... | 23,471,275 | 1874 ..... | 33,938,200 | 1887 .....          | 44,759,314          |
| 1862 ..... | 24,971,275 | 1875 ..... | 33,783,600 | 1888 .....          | 43,544,755          |
| 1863 ..... | 26,971,275 | 1876 ..... | 35,935,300 | 1889 .....          | 42,599,079          |
| 1864 ..... | 29,471,275 | 1877 ..... | 35,804,200 | 1890 .....          | 44,336,072          |
| 1865 ..... | 32,471,275 | 1878 ..... | 35,740,500 | 1891 .....          | 44,431,136          |
| 1866 ..... | 35,971,275 | 1879 ..... | 38,123,800 | 1892 .....          | 44,938,365          |
| 1867 ..... | 39,385,386 | 1880 ..... | 40,765,900 | 1893 .....          | 47,273,553          |
| 1868 ..... | 38,991,912 | 1881 ..... | 43,576,899 | 1894 .....          | 45,048,017          |
| 1869 ..... | 37,724,279 | 1882 ..... | 45,016,224 | 1895 .....          | 42,294,064          |
| 1870 ..... | 40,853,000 | 1883 ..... | 49,237,291 | 1896 .....          | 38,298,783          |
| 1871 ..... | 31,851,000 | 1884 ..... | 50,626,626 | April 1, 1896.....  | <i>a</i> 36,464,405 |
| 1872 ..... | 31,679,300 | 1885 ..... | 50,360,243 | January 1, 1897.... | <i>b</i> 32,000,000 |

*a* Estimate of National Association Woolen Manufacturers.

*b* Estimate of W. B. Snow, formerly statistician of Agricultural Department.

This enormous increase, the result of the law of 1867, reached the highest point at the beginning of January, 1884; we then had over 50,500,000 sheep. To-day there are, on Mr. Snow's estimate, which I believe to be correct, only 32,000,000 sheep, a decline of 30 per cent. Under free trade one of the greatest agricultural industries is literally being annihilated. If the destructive influence of free wool is not checked at once we will soon be without wool. In this connection I ask you to again let your thoughts revert to the condition of that patriotic band at Valley Forge. I beg of you to consider what may befall this proud nation under similar circumstances in case of a war with Great Britain. Do not let the lesson learned at Valley Forge be in vain.

Some questions were asked Judge Lawrence, I forget by whom, as to how many years, with adequate protection, it will take before we will be able to restore our flocks to where they were in 1884. The top line in this diagram shows the increase in Australia from 1873 to 1884, when our destruction began, to have been from 280,000,000 pounds of wool in 1873 to 460,000,000 pounds in 1884, an increase of 64 per cent. In Argentina this line [indicating] represents the increase during the same period to have been 35 per cent. In the Cape of Good Hope the increase was 60 per cent. Great Britain, the only country in the Northern Hemisphere which I take for comparison which has climatic conditions like ours, sustained a decline of 19 per cent in her wool clip. In the Southern Hemisphere they have pasture all the year round, and no winter feeding is required. In Great Britain the sheep are fed in winter as they are in the United States. They are fed crops, and crops are labor. It costs nothing for the sunshine to grow crops. The labor of tilling the soil and of harvesting the crops is 90 per cent of the cost of the crops. Allowing 10 per cent for interest and taxes, the other 90 per cent is the labor. Therefore the sheep in the United States and Great Britain during the winter months are fed labor, so to speak. What was the result? England on a free-wool basis could not compete with her own colonies, and there was a decline in her production of wool, as stated before, of 19 per cent. Now, what took place in the United States at the same time? At that time we had the tariff law of 1867, with duties of upward of 12½ cents per pound on unwashed wool of the first class.



It was under this period the last four years of which our wool clip increased 25 per cent. During the years here selected for comparison, which end with the tariff law of 1867, the United States increased its whole clip from 170,000,000 to 340,000,000 pounds. We increased 100 per cent. We beat the world; and what has been done once, under similar conditions can be done again. The duty of over 12½ cents of the law of 1867 shows what adequate protection will do. If 70,000,000 people could be informed of these facts, if we could have access to their patriotism and their good common sense, if they would only read one-half of what has been ably written, they would quickly restore that portion of the sheep industry that inadequate duties have destroyed. This other diagram is the same, except that it goes further, and with the reduction of the tariff to 10 cents in 1883, coupled with those evasions of the tariff before alluded to (which deprived the wool-grower of his home market and resulted in the closing of our mills, when superfine worsted cloths came in at lower duties than the commonest shoddy goods), the effect upon the American woolgrowing industry was quickly shown. It was like the barometer before a storm; we let foreign manufacturers make for us the goods that had heretofore been made here. Every other nation then increased its wool crop. Even Great Britain, whose flocks had previously been declining, as has already been shown in the previous diagram, as soon as her manufacturers captured our markets increased her flocks to supply wool for goods to go to America. Perhaps the only woolgrowing country in the Northern Hemisphere where the conditions are at all parallel to ours is England. But their winters are more favorable than ours for sheep raising, for there so soon as the snow melts the flocks can be turned out to pasture. Here our sheep, in the Northern States east of the Missouri at least, have to be fed crops almost all of the winter. Our pastures are frozen dry.

#### FREE WOOL AND PROTECTION PRICES COMPARED.

We next come to the comparison of prices for wool between London and America, from 1868, the year after the tariff law of 1867 was passed, up to 1891. This is an old paper which I used before the Ways and Means Committee of a former Congress when Mr. Springer was its chairman. I reproduce it because it is pertinent to this question. We take a fine medium fleece of half-blood merino quality and compare it with the New Zealand crossbred of the same kind, quality, and shrinkage. We compare the price in America from 1868 to 1891 with the price in London of wool of the same quality, during all of which period the duty was 10 cents per pound or over, and we find the American price was more than double the London price. In other words, the London price during that period averaged 51 per cent below the American price.

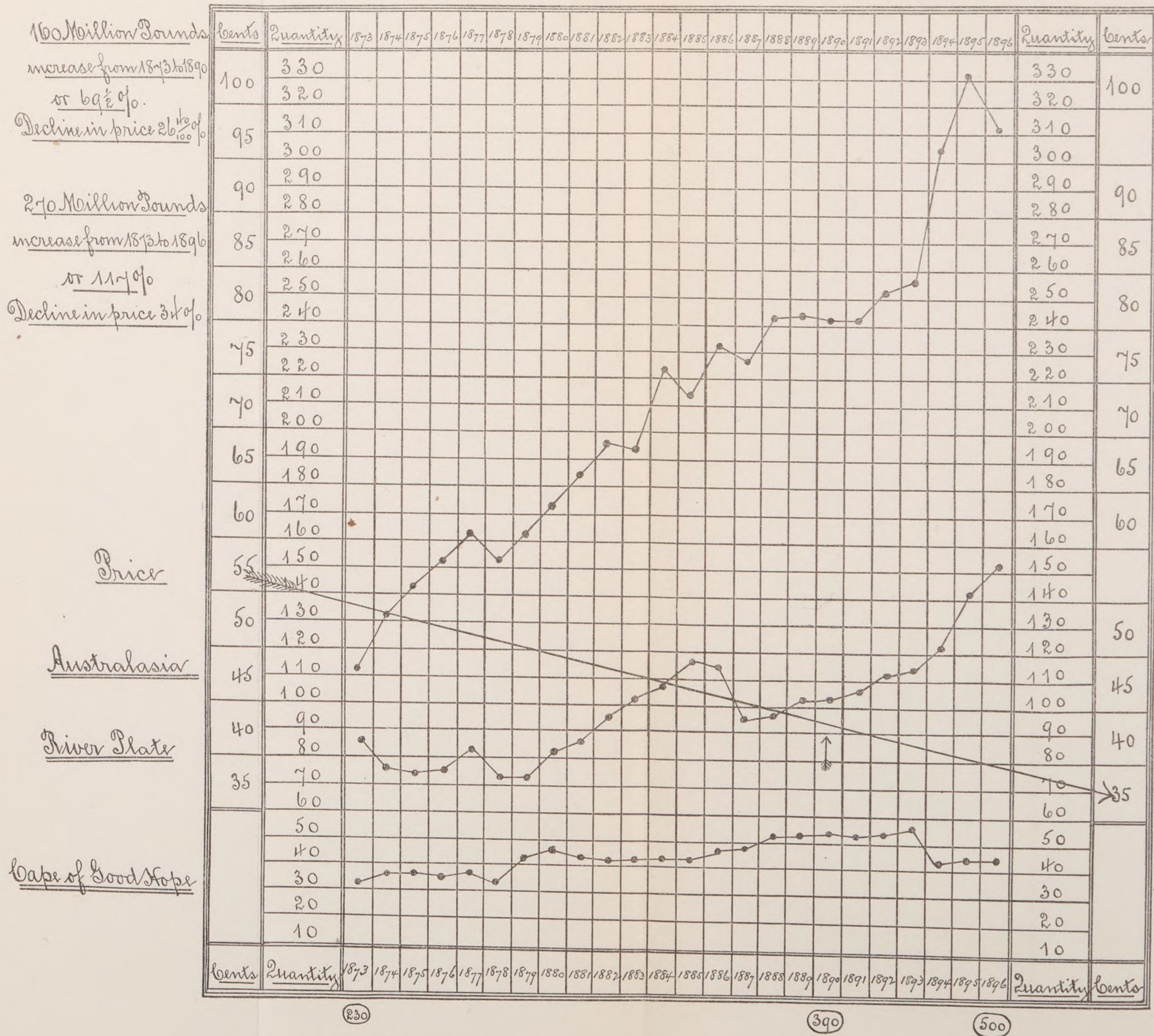
Now, it will be stated that we had a premium on gold during part of that time. That does not appear to have made any difference in this average price, because the period I have taken—from 1868 to 1877, when there was a premium upon gold—shows that the London price was 50.95 per cent lower than the American price; and from 1878 to 1891, the London price, when we were on a gold basis, was 51.32 per cent lower than the American price. The two periods, figured together, show the London average to have been 51 per cent below the American average. I wish to call your attention to that particularly, because in making the new law the question of percentages may be presented by the







The Production of Wool in Countries named during the last 24 years. 1873-1896.  
 — The quantities are stated in Millions Pounds Clean Scoured Wool —



Australasia  
 Increase in 24 years  
 200.000.000 Pounds  
 scoured wool  
 equal to 182%

River Plate  
 Increase in 24 years  
 61.000.000 Pounds  
 scoured wool  
 equal to 72%

Price.

Cape of Good Hope  
 Increase in 24 years  
 11.000.000 Pounds  
 scoured wool  
 equal 43.75%



ingenious free-trade gentlemen on the other side in such a way as to alarm you into a state of semipanic.

The tariff question presented in this way seems to give protectionists a sort of chill. I wish to impress upon you the fact that the price of wool in London for this long period of years was less than half the American price, 51 per cent less; or, in other words, the American price was 102 per cent higher than the foreign price. No wonder the flocks increased. Major McKinley is President-elect of the United States to-day because, through good and ill repute, he had the courage to stand up for protection that would protect, be it 50 per cent or 100 per cent. Any duty that falls short of covering the difference between the American and foreign wage or cost of production is only a revenue duty and is not in any sense protection.

The framing of any tariff law that will be permanent must deal with the rapid increase in the world's supply of wool, which, in all probability, will continue at the same rate for ten or twenty years to come.

This table is partly the copy of a chart furnished by Messrs. John L. Bowes & Bro., of Liverpool. In it the wools of the Southern Hemisphere are reduced to the scoured condition, because some of them in scouring shrink 75 and some 80 per cent, and others only 40 and 45 per cent from the grease condition as sold by the grower, and a comparison of the grease condition would be misleading. This condition [displaying a sample of scoured] always determines the price of wool in the grease. The grease price is based upon the yield of scoured wool like this sample [displaying].

The wool clip of Australia alone, since 1873, notwithstanding a recent temporary decline on account of a severe drought, shows a steady increase from 110,000,000 pounds of scoured wool in that year to 310,000,000 pounds in 1896, an increase of 200,000,000 pounds of clean-scoured wool, equal to 182 per cent. You see there was a decline of the River Plate for several years, yet an increase from 80,000,000 pounds in 1873 to 150,000,000 pounds in 1896, or  $87\frac{1}{2}$  per cent increase in that time. (The diagram contains 72 per cent increase; it should read  $87\frac{1}{2}$  per cent.) The Cape of Good Hope increased 43 per cent during the same period. The increase in the world's wool supply decreased the world's wool price. This is indicated here by the inclining line downward [indicating on chart], showing the decrease in price as the result of the enormous increase in supply. In consequence of this prices for scoured wool fell from 55 to 35 cents. Prices fluctuated, and if each separate year were indicated it would require a zigzag line; but the incline, with brief interruptions, is always steadily downward. That enormous increase in the supply is therefore the cause, and the fall in price is the effect. This is the price of wool in 1873 on the left of the chart [indicating]; this is the increase in the supply on the right. Ohio XX wool in 1891, one year after the McKinley law was passed (although the price was lower then than in the previous year), cost 73 cents scoured clean.

In March 1895, when we began to buy foreign wool freely in London, Ohio XX scoured had fallen to 35 cents in the United States. This was also about the value of wool of the same kind and quality in markets of the world. The same class of wool in London in 1891 was worth under 40 cents, while it was worth 73 cents in the United States; but by February, 1895, after the free-wool bill induced our manufacturers to buy wool in Europe, the price immediately began to go up over there. So you see the increase in the world's supply depressed the foreign price until wool was put upon the free list and foreigners had secured the



American market. Skirted Australian wools were then much cheaper landed here than the best American wools. The American woolgrower, unaccustomed as he was to the low foreign prices, refused to sell on the London basis, and our manufacturers turned their backs on him and supplied themselves abroad. Free-trade members of the Committee on Ways and Means (who were in the majority at that time) told the domestic grower that wool prices would be higher under free trade than before, and they were not prepared to take half price. They held their wool; many of them have it yet. The mills are closed, and the moths are eating it, because there is now no home market for it. Enormous quantities of foreign wool have been bought by the United States, and the effect on the London price was to put it up. It was then thought that the Dingley bill was going to pass; even people outside of the wool trade began to speculate in wool, and manufacturers also purchased in advance of their needs. Of course, the effect was shown in the slight rise in price, but many of those who bought their wools in that period of speculative excitement still have it for sale, and it is a question whether moths will destroy it before you can make a new Dingley bill for 1897.

Mr. DOLLIVER. It lies between the moths and the Senate, it seems.

Mr. JUSTICE. It is a race, with the moths at present a good ways ahead.

This diagram shows that the average price of the best bred Port Phillip wool, in London, in ten years ending 1894, was 21.70 cents; American XX Ohio (which is not so valuable), for the same ten years averaged 31.22 cents. American wool was worth  $9\frac{1}{2}$  cents more in Boston, New York, and Philadelphia than the best Port Phillip wool was in London. That was under a fair tariff. The price to-day of American XX Ohio wool, instead of being 31.22 cents, as it was for the ten years ending August, 1894, is worth 18 cents. (See Chart D in following pages.)

Mr. TURNER. Where?

Mr. JUSTICE. In Boston, New York, or Philadelphia; 18 cents under free trade, instead of an average of over 31 cents under ten years of protection, but on the 1st of April, 1896, this Port Phillip wool [indicating] had advanced in London from 21.70 cents to 24 cents, so that while Ohio XX, washed, under ten years of protection was  $9\frac{1}{2}$  cents higher in America than the best Port Phillip was in London, it was 6 cents lower in New York than Port Phillip was in London with free trade in wool in this country.

I repeat, that it may be impressed upon you, that instead of American XX Ohio being worth 31.22 cents, as it averaged during the ten years which ended with 1894, it had fallen on April 1, 1896 to 18 cents, and the best unwashed Port Phillip, which had averaged in London only 21.70 cents during the ten years ending 1894, on April 1, 1896, was worth 24 cents in London. So that, under protection XX Ohio wool (less valuable than the best Port Phillip) averaged  $9\frac{1}{2}$  cents higher under protection in America than the better wool averaged in London; after eighteen months or about that of free trade, the position was reversed and the Ohio wool was worth 6 cents less under free trade in New York, Boston, and Philadelphia instead of  $9\frac{1}{2}$  cents more, as it was under the McKinley law.

Mr. TURNER. Can you tell us the price of Australian wool fleece at this time?

Mr. JUSTICE. Yes, sir; 22 cents for Port Phillip superior greasy. It is now worth 2 cents less than in April, 1896.



Mr. TURNER. Where?

Mr. JUSTICE. In London and all over the world. The freight from London to New York is only one-fourth cent per pound.

Mr. TURNER. What would it be in Australia?

Mr. JUSTICE. The freights are about one-half or three-fourths of a cent by sailing vessels, it might not be over one-half to three-fourths of a cent without counting any insurance.

Mr. TURNER. You do not believe what Judge Lawrence tells us, that it is worth 9 cents?

Mr. JUSTICE. I prefer not to discuss what he said. He was not alluding as I was to the most valuable quality in Australia.

Mr. TURNER. Tell us what you think it would be, 22 cents less the freight of one-half or three-fourths of a cent for whole fleece?

Mr. JUSTICE. Yes, sir; the difference in freight, not counting insurance, would be the only difference. This Port Phillip wool in London to-day is worth 22 instead of 24 cents as on the 1st of April, and it would be safe to say that the difference in freight and insurance would be the only difference in price between London and Australia at the same time. There is quick communication by cable and what takes place in London in the morning is known in Australia before business begins on the same day.

Mr. TURNER. If wool of that kind, whole fleece, is worth 9 cents in Melbourne it would be worth  $9\frac{3}{4}$  cents in Boston?

#### SKIRTED FLEECES.

Mr. JUSTICE. Yes, sir.

The CHAIRMAN. What is the difference in value between the skirted and unskirted—in other words, how much does the simple skirting of that wool increase its value, measured in percentage?

Mr. JUSTICE. It increases it in this way: The skirts are stained wool. They are around the extremities known by various commercial names which it is not necessary to mention; and while they make as good goods as the other, they never can be made white, and other things being equal, their use is limited to manufacturers who have to dye their goods dark colors. If you limit the number of buyers you lessen the price. That is, the price becomes lower, because while men who use dark-colored wools would be just as willing to have the skirts, men who use light colors are barred from using them. Further than that I can not answer the question, because I am not familiar with the value of the skirts alone. There are gentlemen in this room who know all about it, and I do not care to trespass on their ground. I shall take up enough time to tire your patience in discussing subjects with which I am acquainted; but I do not think the difference is much. Are there any gentlemen here who would volunteer the information?

Mr. MOSES. The skirts are not only stained and discolored, but are coarser. The increase in value of top wool is 5 per cent.

Mr. JUSTICE. I should also say that the manufacturer who would use the top of the fleece to make a fine quality of goods would have to resell the skirts when they were coarse. If he bought American wool he would have to take into consideration the fact that he would have to resell the coarser skirts to somebody who used a coarser grade of wool.

The result of free wool has been that the decline below the average price for the ten years ending in 1894 was 42.34 per cent in American



wool, and the advance in London during the same period was 10.59 per cent (see Chart D annexed), and if the London market for the Port Philip had remained at 21.70 cents, as it was at the end of the McKinley period, and if it had not advanced over 10 per cent, Ohio XX wool, which fell from 31.22 cents prior to 1894 to 18 cents in 1896, would have fallen below 15 cents instead of only to 18 cents. The advance in the London market is all that kept it from going down below 15 cents, which was the London value of Ohio XX washed during the ten years ending with the McKinley period. In other words, Ohio XX washed would have been worth no more than 15 cents in Boston, if Port Philip had remained at 21.70 in London, as it would if the removal of the McKinley wool duties had not made it an inducement for American manufacturers to discontinue the use of domestic wool and to use foreign in its place because the latter was the cheapest.

The CHAIRMAN. Ohio has a heavier shrinkage than the Port Philip?

Mr. JUSTICE. Yes; it is more desirable when skirted and scoured clean, because it is a stronger wool, but its commercial value in the condition when sold by the farmer is less than skirted Port Philip, because of the skirts which the Ohio fleece contains.

I want to say one word here of the practice which has grown up among American farmers, which is a great disadvantage to the reputation of their fleeces, and which has given American wools a bad name in Europe and here. It is customary with them to tie the fleece up with six strings or sometimes with binding twine or sisal cord, with a big knot on each string. The manufacturer in determining the price of the wool has to make an allowance for the twine which is of no value, but which he pays for at the wool price. Australian wool has little or no twine; but that is not the worst. The American wool-grower thinks he is entitled to wrap up inside of the fleece everything that is on the sheep when shorn. When the sheep is washed it takes a week or ten days for the fleece to dry before it can be clipped, and parts of the fleece become soiled and particles of dung adhere to the breech locks. The farmer sometimes rolls that dung up inside the fleece. When a buyer comes into a wool store to look at it he cuts the strings on the fleece to see if there is any filth inside of it.

The practice of skirting wool avoids this and has grown in obedience to the demand of the manufacturers, not of the United States alone, but of the manufacturers of the world, and the practice is increasing and will in time be universal. The percentage of skirted wools in the world's supply is already so large that if a penalty were placed on skirted wools and a lower duty on wools not skirted nearly all that is imported would come in at the lower duty. For instance, at a duty of 10 cents on unskirted and 12 cents on the skirted, all or nearly all would come in at 10 cents as unskirted. Appraisers at the custom-houses could not always tell which was which.

Mr. McMILLIN. Mr. Moses stated that skirting only amounts to 5 per cent; and yet by this proposed rate of duty, 10 and 12, you make a larger difference.

Mr. JUSTICE. I only state this difference to illustrate that such a law could not be administered. The man who was honest and fair, and who fairly entered his skirted wool as skirted, knowing them to be such, would be at a disadvantage with an unscrupulous competitor. A few people in the world, unfortunately, still exist in importing commercial circles who are willing to swear to false invoices.



## LOCATION OF SHEEP IN THE UNITED STATES, 1870 AND 1896.

[From official reports of United States Census.]

*West of the Mississippi River.**East of the Mississippi River.*7,418,000 sheep.  
26 per cent.

1870

21,060,000 sheep.  
74 per cent.28,478,000 sheep.  
100,102,387 pounds wool.

[From estimates of National Association of Woolen Manufacturers.]

*West.**East.*24,273,131 sheep.  
67 per cent.

1896

12,191,274 sheep.  
33 per cent.36,464,405 sheep.  
272,474,708 pounds wool.

Mr. Turner has asked about the number of sheep east of the Mississippi River, which question has a bearing on the mutton-sheep industry producing coarse wools. In 1870, 74 per cent of the sheep of the United States were located east of the Mississippi River and only 26 per cent were west of that river.

Previous to that time millions of buffaloes ranged over the plains, and the savage Indian there held sway. When the Indians were being gradually placed on reservations, Uncle Sam, who is a great shepherd, had many pastures, one of which was called Illinois, another Michigan, and another Ohio, and other States represented his pasture fields. He had enterprising sons, some of whom, at the risk of losing their scalps, went into the wilderness to develop other and new pastures. That son from Michigan drove his flocks out from that old pasture on the prairie and found his way into what is now Wyoming or Montana, which to-day is our largest woolgrowing State. Some went from the other older States to other new sections. While Uncle Sam's flocks were rapidly increasing and multiplying as a whole, their location was shifting. Those from the old pastures east of the Mississippi were transferred to the new pastures west of the Missouri. It has been claimed by free traders that because the flocks had been moved from the old pastures east of the Mississippi that I have referred to, to the new pastures that they had ceased to exist; that under protection sheep were decreasing, when, in point of fact, those flocks had not only been moved, but had increased at the rate of 25 per cent in four years. Those who advanced these views (and they were the favorite arguments of free-wool advocates) closed their eyes to the steady increase in the entire flocks under protection and pointed only to the old and empty pastures as conclusive evidence that protection did not protect. They were jubilant over a supposed important discovery. In point of fact, the United States under adequate protection were then increasing their flocks faster than any other nation in the world.

To-day only 33 per cent of our sheep are east of the Mississippi, and 67 per cent are west of the Mississippi. There is a cause for this. The Merino sheep can be herded in large flocks; 2,000 or more can be cared for by one man. The big mutton sheep of English blood can not be so well herded as the Merino; they straggle and become a prey to wild beasts. Their instincts and habits are entirely different. Therefore the only sheep that can thrive and multiply in large bands in the Territories is sheep of Merino blood, immediate or remote, such as can be driven over the range and bunched in herds of 2,000. That leaves the fenced pastures east of the Mississippi mostly free for the mutton sheep of English blood, or blooded sheep bred for pedigree to improve the prairie flocks.



## CARPET WOOLS USED FOR CLOTHING.

Owing to the improvement in machinery, carpet wools are now being so largely used for clothing purposes that I make the statement, without fear of contradiction, that some of such carpet wools as were imported under the McKinley period, supposed to cost then over 13 cents, to-day do not cost over 10 or 11 cents. I allude to wools that would average 13 or 14 cents, such as Bagdad. When Judge Lawrence said the price of third-class wool was below 10 cents, he should have said the "average price" was under 10 cents. You can see how the average could be under 10 cents if the bulk of it was worth  $7\frac{1}{2}$  or 8 cents, and a minority of it 13 or 14 cents. But wools that cost over 10 cents also enter into the manufacture of the finer carpets, such as Wilton and Brussels. They are the only kinds at this time so used.

The CHAIRMAN. How much ingrain carpet is made of combed wools? We are speaking now of the range of so-called carpet wools from 10 to 15 cents.

Mr. JUSTICE. The name carpet wool ought to be abandoned. The third-class wools, which we are in the habit of naming carpet wools, costing over 10 cents, are very largely used for clothing purposes, and the name carpet wool for them is a misnomer. Their use for clothing purposes is increasing, and they will be still more largely used for clothing purposes in the future than in the past; therefore I will quote from the best informed importer of these third-class or carpet wools that I know—a man who disapproves of the duty on third-class wool. He tells me that the dividing line made in the classifications and descriptions in the McKinley law, between the so-called carpet wools used for clothing purposes and those used exclusively for carpets and low blankets, could not have been more scientifically made. That classification made third-class wool into two distinct classes. He did not know whether the convention of growers that classified these wools arrived at it by accident or by a really scientific knowledge of what was required, but the result was successful. To use his expression: "The wools of to-day costing in Europe and Asia 10 cents and under must come to America (which country makes more carpets than all of the balance of the world combined.\*)" There is no other market for all of them. If the McKinley dividing line was lowered from 13 cents to even 9 cents, the price on the other side would fall until the real carpet wools could be sold under the lowest carpet duty admitting them to the American market. In other words, if the duty was so adjusted that they would have to come in at a valuation of not over 9 cents, it would only be a question of a short time—possibly one year—before the foreign owner would have to take 9 cents from his American buyer. This is a case where the foreign shipper must pay the duty as the price of the American market.

But to go back to the subject of the location of our sheep. The decrease of the sheep in the sections east of the Mississippi River was because the large-carcass sheep (the mutton sheep), which produce coarse wool, can not be raised on a free-trade basis at a price that will enable them to be raised for wool at the present price and mutton at the present price. Cheap imported carpet wools, costing 10 cents, make that unprofitable. That is why those flocks have been so rapidly decreasing in Uncle Sam's pastures east of the Mississippi. The question of adequate protection for mutton sheep is involved in the carpet wool or third-class wool costing over 10 cents, and in my judgment that is a matter that needs the careful consideration of your committee. The mutton-sheep industry has been destroyed in the sections east of the Mississippi more rapidly than in any other, and needs your care.



The reason why the McKinley dividing line on carpet wools may be reduced from 13 to 10 cents is because wools of the third class, costing over 13 cents in 1890, to-day will average nearly 3 cents a pound less than they did when the McKinley law passed. These finer carpet wools have been from 1 to 2½ cents below present prices. (See right-hand column of table "Lowest and highest wool prices compared" (from circular of Messrs. J. L. Bowes & Bro.) at bottom of p. 177.) The dividing line to-day of 10 cents would be fair to all interests.

The CHAIRMAN. That is, you advocate changing the dividing line of carpet wools from the limit under the act of 1890 from 13 to 10 cents, and you do it on the ground that there has been a decline in the price of carpet wools nearly to that extent?

Mr. JUSTICE. Yes, sir; I do. There is ample proof to back up the statement in the following quotations from the Liverpool circulars of Messrs. J. L. Bowes & Bro. of October, 1890, and of January, 1897:

*Decline of 2.35 cents per pound from October, 1890, to January, 1897, on the forty-nine qualities of carpet wool, all of which were worth over 13 cents in October, 1890.*

[From the Liverpool circular of Messrs. J. L. Bowes & Bro., first-class authority on third-class wools.]

[Grades marked C. and C. are used both for clothing and carpet purposes. Grades marked K are used almost entirely for clothing purposes. Grades not marked are used mostly for carpets.]

|                                                   | Liverpool,<br>January,<br>1897,<br>per pound. | Liverpool,<br>October,<br>1890,<br>per pound. | Decline per<br>pound<br>since 1890. |
|---------------------------------------------------|-----------------------------------------------|-----------------------------------------------|-------------------------------------|
|                                                   | <i>Pence.</i>                                 | <i>Pence.</i>                                 | <i>Cents.</i>                       |
| East India Candahar:                              |                                               |                                               |                                     |
| Best soft white, C. and C.....                    | 8                                             | 9½                                            | 3½                                  |
| Soft white, C. and C.....                         | 7½                                            | 8½                                            | 2                                   |
| Pale yellow.....                                  | 7¼                                            | 8½                                            | 2½                                  |
| East India Vicaneer:                              |                                               |                                               |                                     |
| First white, C. and C.....                        | 9                                             | 11½                                           | 5                                   |
| First yellow.....                                 | 8¼                                            | 10                                            | 3½                                  |
| Second yellow.....                                | 7¼                                            | 8½                                            | 2½                                  |
| East India Joria:                                 |                                               |                                               |                                     |
| First white, C. and C.....                        | 10¼                                           | 11¼                                           | 2                                   |
| First yellow, C. and C.....                       | 8                                             | 9¼                                            | 2½                                  |
| First colored.....                                | 7                                             | 7½                                            | 1                                   |
| East India Pac Pathan:                            |                                               |                                               |                                     |
| White.....                                        | 6¾ to 7¾                                      | 8                                             | 1½                                  |
| Yellow.....                                       | 5 to 7¼                                       | 6¾ to 8¼                                      | 2¾                                  |
| East India Pathan, white.....                     | 5¾ to 6½                                      | 6½ to 7                                       | 1¼                                  |
| East India Vicaneer and Joria, coarse, white..... | 5¼ to 6¼                                      | 7¼                                            | 3                                   |
| Bagdad, white, washed, superior, K.....           | 7¼                                            | 8½                                            | 2½                                  |
| Bagdad, white, washed, average, K.....            | 6¼                                            | 7¼                                            | 2                                   |
| Bagdad, black and brown, washed, superior, K..... | 6½                                            | 7½                                            | 1¼                                  |
| Bagdad, black and brown, washed, average, K.....  | 6                                             | 6½                                            | 1½                                  |
| Bagdad, fawn, washed, superior, K.....            | 6½                                            | 7½                                            | 2                                   |
| Bagdad, fawn, washed, average, K.....             | 6                                             | 6¼                                            | 1½                                  |
| China, white washed average, C. and C.....        | 6½                                            | 7½                                            | 2                                   |
| Egyptian:                                         |                                               |                                               |                                     |
| Washed white extra, K.....                        | 10¾                                           | 11½                                           | 1½                                  |
| Washed white first, K.....                        | 9½                                            | 10¼                                           | 1½                                  |
| Washed white second.....                          | 8½                                            | 9¼                                            | 1½                                  |
| Washed yellow extra, K.....                       | 10                                            | 10½                                           | 1                                   |
| Washed yellow average.....                        | 7¾                                            | 8¾                                            | 2                                   |
| Donskoi:                                          |                                               |                                               |                                     |
| Washed white combing Taganrog.....                | 7½                                            | 8¼                                            | 2½                                  |
| Washed white carding Taganrog.....                | 7                                             | 7¾                                            | 1½                                  |
| Washed white carding Moscow.....                  | 7                                             | 7½                                            | 1                                   |
| Kassapatchia (Turkey skin) unwashed:              |                                               |                                               |                                     |
| First white, C. and C.....                        | 7¼                                            | 8½                                            | 2½                                  |
| Second white, C. and C.....                       | 6½                                            | 7                                             | 1                                   |
| First colored.....                                | 6¼                                            | 6¾                                            | 1                                   |
| Oporto:                                           |                                               |                                               |                                     |
| Washed white fleece, C. and C.....                | 7¼                                            | 9¼                                            | 4½                                  |
| Washed yellow fleece, C. and C.....               | 5¾                                            | 6¾                                            | 2                                   |
| Washed black fleece, C. and C.....                | 6                                             | 7                                             | 2                                   |
| Castle Branco:                                    |                                               |                                               |                                     |
| Washed white fleece, K.....                       | 10½                                           | 12                                            | 3½                                  |
| Washed yellow fleece, K.....                      | 8¼                                            | 10½                                           | 4½                                  |
| Washed lambs, K.....                              | 7½                                            | 9½                                            | 4                                   |



## 1514 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

*Decline of 2.35 cents per pound from October, 1890, to January, 1897, etc.—Continued*

|                                               | Liverpool,<br>January,<br>1897,<br>per pound. | Liverpool,<br>October,<br>1890,<br>per pound. | Decline per<br>pound<br>since 1890. |
|-----------------------------------------------|-----------------------------------------------|-----------------------------------------------|-------------------------------------|
|                                               | <i>Pence.</i>                                 | <i>Pence.</i>                                 | <i>Cents.</i>                       |
| Iceland:                                      |                                               |                                               |                                     |
| Washed white superior .....                   | 9½                                            | 10¾                                           | 2½                                  |
| Washed white average .....                    | 8½                                            | 9½                                            | 2½                                  |
| Washed white ordinary .....                   | 7½                                            | 6¾                                            | a 1½                                |
| Scotch Highland fleece, white, washed .....   | 6¾                                            | 7                                             | 1½                                  |
| Scotch:                                       |                                               |                                               |                                     |
| Choicest Haslock, white combing, washed ..... | 8                                             | 9¾                                            | 3½                                  |
| Choicest Haslock, white carding, washed ..... | 7¾                                            | 9½                                            | 3½                                  |
| Average Bonnet, washed .....                  | 7                                             | 9                                             | 4                                   |
| Average light gray, washed .....              | 6¾                                            | 8½                                            | 4                                   |
| Average dark gray, washed .....               | 5¾                                            | 7½                                            | 3½                                  |
| Georgian second clip A lambs .....            | 5¾                                            | 7½                                            | 3½                                  |
| Khorassan:                                    |                                               |                                               |                                     |
| First clip B washed white fleece .....        | 6½                                            | 7½                                            | 2                                   |
| Second clip B washed white .....              | 6½                                            | 7½                                            | 2½                                  |

Average decline in price since 1890, 2.35 cents.

a Higher.

The CHAIRMAN. And those wools you say, valued above 10 cents, which are now valued at about 13 or 14 cents, are used largely for clothing purposes and not for carpets?

Mr. JUSTICE. I believe the finest of them, such as Bagdad wools, enter into some form of clothing or blankets, and a minority, only a very decided minority, enter into the construction of carpets; but, as I have said before, the manufacturers of the higher grades of carpets, such as wiltons, etc., can use nothing inferior. Their wools may all cost over 10 cents.

The CHAIRMAN. How about carpet wools valued at less than 10 cents? Is there any portion of it of any material amount that could be used for clothing purposes?

Mr. JUSTICE. I do not think they are available to any important extent for any purpose except ingrain carpets or low-grade blankets. An exceedingly cheap garment may be made to sell, but not to wear; but without some better wool to hold it together it would not be serviceable. The hair in a cow's tail is more like the wools now costing very considerably under 10 cents. I have in mind some Kalmuck wool which I once handled. It was much like the tuft at the end of a cow's tail. There is nothing in any portion of an American fleece that is so coarse as that. Hip locks and tags, and such portions as Judge Lawrence has described, which were formerly used in carpets and largely so used, are too good for anything to day but the higher grades of carpets, and with this exception they enter now into clothing more largely than into carpets.

Mr. DOLLIVER. The law of 1890 sought to depart from the specific rate on this third-class wool, and substituted the ad valorem rate.

Mr. JUSTICE. Would you like to know why that was done?

Mr. DOLLIVER. Yes.

Mr. JUSTICE. The convention of woolgrowers and carpet manufacturers that framed the McKinley law consisted of experts. They agreed unanimously (with the exception of Judge Lawrence) to a specific schedule on all wools, which Major McKinley agreed to accept on condition that this commission should agree to it unanimously. I think before it went to the Senate, the carpet manufacturers, after having agreed to specific rates, objected to this agreement, and the convention was reassembled to adjust that one feature, and as a matter of



compromise the woolgrowers decided to agree to the change from specific to ad valorem rates on third-class wools only, in order that that bill could go through, for without that unanimous agreement, Schedule K, so excellent in other respects, would have failed. It was a matter of necessary compromise. Therefore, on wools costing 13 cents and under a duty of 32 per cent was agreed upon, and 50 per cent was imposed on wools above that. If you take the altered conditions of to-day and make the duties specific, I claim that  $2\frac{1}{2}$ , or 3, or 4 cents, or whatever you collect from carpet wools which cost less than 9 or 10 cents, will be purely a revenue duty, and it does not affect the question of protection in any way. We do not now and probably never will produce cow tail wool. It becomes, therefore, only a question of revenue. The American woolgrower would not be injured in the least on wools of the third class only, costing under 9 cents, if there was no duty at all. This proposition for free wool does not apply to wool of the first class, much of which sells at 8 cents.

The CHAIRMAN. Why do you say that the carpet wools costing less than 9 or 10 cents are not likely to be grown in the United States?

Mr. JUSTICE. It would not be profitable to raise them here. They are raised in barbaric countries by nomads who live in tents; Asiatic tribes principally. Some in China. They know nothing of the theory of improving the wool by breeding sheep, and anything they can get for their rough wool they are glad to take. As I said before, if you will make the dividing line 9 cents instead of 13 cents, as under the McKinley law, these cow tail wools will accumulate abroad until the very weight of their accumulation will break the price to 9 or 10 cents, when they will come to the United States subject to the rates imposed by the new law.

Mr. McMILLIN. You speak of a convention that considered Schedule K of the law of 1890. Who constituted that convention?

Mr. JUSTICE. That convention was composed of the most representative woolgrowers and manufacturers that could be named—the most representative in the United States.

Mr. McMILLIN. You say that Mr. McKinley agreed that if they would agree unanimously among themselves that he would put into his bill the schedule they made?

Mr. JUSTICE. Yes, sir. It was made by experts who knew their business. The woolgrower who wanted of the manufacturer a high price for his wool and the manufacturer who wanted to buy that wool cheap. They sank their greed and framed Schedule K. If all laws were so framed we would have a permanent tariff. Under its practice I wish to say both woolgrowers and manufacturers were prosperous and contented. The evidence of it is that the manufacturers used up the entire clip of American wool and also increased their imports of wool, and the cost of woollens to the consumer was lower than ever before.

Mr. McMILLIN. It would be strange if they would not prosper if they framed their own schedule.

Mr. JUSTICE. While they were all prospering and increasing the use of wool, and making a better market for wool, as I said before, the cost of clothing was decreasing to the consumer. I contend that Schedule K of McKinley law was wisely drawn, was a good schedule; it oppressed nobody, and the fact that the American flocks increased enormously under it, disproves the statement which my esteemed friend, Judge Lawrence made, that it was not protective. The woolen manufacturers did not make excessive profits. The duties that were imposed by the McKinley law (which I will treat of when I come to compensatory duties)



were so skillfully adjusted that manufacturers prospered under them. But when the compensatory duty fell with the removal of the duty on wool—the only specific duty of the McKinley law—and they were thus left with nothing but ad valorem duties of 50 per cent (only one-half or one-third of which could be collected and which was expected to protect American wages which are over 100 per cent higher than in Europe), is it any wonder half the mills are closed?

Subsequent experience with the Wilson law shows the wisdom and the scientific arrangement of Schedule K of the McKinley law, because when the specific portion of it was removed American manufacturers were quickly flat on their backs. Their mills soon closed, and the American grower lost the only good market for his wool that he had ever had.

Mr. McMILLIN. As a matter of fact, the manufacturer got the benefit of a portion of the specific rate that was imposed for the alleged benefit of the woolgrower?

Mr. JUSTICE. He did, although he did not know it at the time, and I will make that plain when I come to the question of compensatory duties.

Mr. McMILLIN. Before we depart from that, or at whatever time suits your convenience, will you kindly give the committee the rate of the two kinds of wool that you have contrasted—the Ohio fleece and the Port Phillip wool. If you can, give it for 1870, 1875, 1880, 1885, 1890, and 1895, or 1896—the last complete year I believe is 1896.

Mr. JUSTICE. It will appear in what I submit in a number of different shapes.

Mr. McMILLIN. Very well.

Mr. JUSTICE. You will find that no matter how we try this, it always comes out the same way, viz, that the London price as near as may be for a series of years averaged less than half the American price, or, since the question of high percentages must be met, the American price was over 100 per cent higher through a period of years than the London price.

A VOICE. Until lately.

Mr. JUSTICE. Until the repeal of the McKinley law was discounted.

Now, to recur to the diagram which showed the increase in the world's supply. I have a table which I will submit which gives the lowest price in the London market in the last ten years compared with to-day's price.

*Lowest and highest wool prices compared.*

|                                           | London extremes during ten years prior to 1895. Highest (in cents). | London price Jan. 1, 1897 (in cents). | London difference between highest extremes and Jan. 1, 1897. (Cents lower.) | London extremes during ten years prior to 1895. Lowest (in cents). | London price Jan. 1, 1897 (in cents). | London difference between lowest extremes and Jan. 1, 1897. (Cents higher.) |
|-------------------------------------------|---------------------------------------------------------------------|---------------------------------------|-----------------------------------------------------------------------------|--------------------------------------------------------------------|---------------------------------------|-----------------------------------------------------------------------------|
| <i>Class 1.—Clothing. Duty, 11 cents.</i> |                                                                     |                                       |                                                                             |                                                                    |                                       |                                                                             |
| Port Phillip, unwashed, superior.....     | 30.00                                                               | 22.00                                 | 8.00                                                                        | 17.00                                                              | 22.00                                 | 5.00                                                                        |
| New Zealand, unwashed, good.....          | 26.00                                                               | 17.00                                 | 9.00                                                                        | 15.00                                                              | 17.00                                 | 2.00                                                                        |
| Buenos Ayres, unwashed, average.....      | 16.50                                                               | 9.75                                  | 6.75                                                                        | 8.25                                                               | 9.75                                  | 1.50                                                                        |
| Peruvian, washed, average.....            | 20.00                                                               | 15.00                                 | 5.00                                                                        | 13.50                                                              | 15.00                                 | 1.50                                                                        |
| Lima, unwashed, average.....              | 17.00                                                               | 11.00                                 | 6.00                                                                        | 9.00                                                               | 11.00                                 | 2.00                                                                        |
| Abudia, unwashed, average.....            | 14.50                                                               | 11.00                                 | 3.50                                                                        | 10.00                                                              | 11.00                                 | 1.00                                                                        |
| <i>Class 2.—Combing. Duty, 12 cents.</i>  |                                                                     |                                       |                                                                             |                                                                    |                                       |                                                                             |
| Lincoln, hog fleeces.....                 | 29.50                                                               | 22.00                                 | 7.50                                                                        | 17.50                                                              | 22.00                                 | 4.50                                                                        |
| Lincoln, wether fleeces.....              | 25.50                                                               | 20.00                                 | 5.50                                                                        | 16.50                                                              | 20.00                                 | 3.50                                                                        |
| Kent, wether fleeces.....                 | 25.00                                                               | 19.50                                 | 5.50                                                                        | 18.50                                                              | 19.50                                 | 1.00                                                                        |
| Sussex Down fleeces.....                  | 29.00                                                               | 20.50                                 | 8.50                                                                        | 19.00                                                              | 20.50                                 | 1.50                                                                        |
| Alpaca, Islay fleece, good average.....   | 52.00                                                               | 30.00                                 | 22.00                                                                       | 22.00                                                              | 30.00                                 | 8.00                                                                        |
| Alpaca, Callao fleece, average.....       | 38.00                                                               | 19.00                                 | 19.00                                                                       | 15.00                                                              | 19.00                                 | 4.00                                                                        |



*Lowest and highest wool prices compared—Continued.*

|                                                                                                    | London extremes during ten years prior to 1895. Highest (in cents). | London price Jan. 1, 1897 (in cents). | London difference between highest extremes and Jan. 1, 1897. (Cents lower.) | London extremes during ten years prior to 1895. Lowest (in cents). | London price Jan. 1, 1897 (in cents). | London difference between lowest extremes and Jan. 1, 1897. (Cents higher.) |
|----------------------------------------------------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------|-----------------------------------------------------------------------------|--------------------------------------------------------------------|---------------------------------------|-----------------------------------------------------------------------------|
| <i>Class 3.—Carpet and blanket. Duty, over 13 cents, 50 per cent; under 13 cents, 32 per cent.</i> |                                                                     |                                       |                                                                             |                                                                    |                                       |                                                                             |
| <b>East India:</b>                                                                                 |                                                                     |                                       |                                                                             |                                                                    |                                       |                                                                             |
| First Joria, white.....                                                                            | 25.50                                                               | 20.50                                 | 5.00                                                                        | 18.00                                                              | 20.50                                 | 2.50                                                                        |
| First Candahar, white.....                                                                         | 21.00                                                               | 15.50                                 | 5.50                                                                        | 14.50                                                              | 15.50                                 | 1.00                                                                        |
| Pac Pathan, yellow.....                                                                            | 16.50                                                               | 13.50                                 | 3.00                                                                        | 12.50                                                              | 13.50                                 | 1.00                                                                        |
| Ordinary, yellow.....                                                                              | 15.00                                                               | 9.00                                  | 6.00                                                                        | 8.50                                                               | 9.00                                  | .50                                                                         |
| Oporto, washed fleece.....                                                                         | 20.50                                                               | 14.50                                 | 6.00                                                                        | 13.50                                                              | 14.50                                 | 1.00                                                                        |
| Egyptian, washed, first white.....                                                                 | 23.00                                                               | 18.50                                 | 4.50                                                                        | 17.00                                                              | 18.50                                 | 1.50                                                                        |
| Donskoi, washed, carding.....                                                                      | 17.00                                                               | 14.50                                 | 2.50                                                                        | 13.00                                                              | 14.50                                 | 1.50                                                                        |
| Scotch, highland, undipped.....                                                                    | 14.00                                                               | 11.50                                 | 2.50                                                                        | 10.50                                                              | 11.50                                 | 1.00                                                                        |
| Persian, uncleaned, white.....                                                                     | 11.50                                                               | 8.25                                  | 3.25                                                                        | 7.00                                                               | 8.25                                  | 1.25                                                                        |

It shows that the lowest price in the London market (for Port Phillip wool) was 5 cents a pound lower than the price in London to-day. It advanced 5 cents per pound in London inside of the first calendar year of free wool, and if you take this scoured wool (the same wool cleaned), this latter has advanced 30 per cent in London from the lowest point since the repeal of the McKinley law. The lowest point was reached in London, as I have just said, about the time the free-wool law was passed. We almost immediately began to permit foreigners to unload upon us their accumulation of years, and prices soon advanced from their lowest price on record, 5 cents per pound on the best grade of Australian grease wool.

Mr. DOLLIVER. Why do not our people send our wool over there?

Mr. JUSTICE. Americans have tried it at Bradford, England, Leipsic, Antwerp, on the Continent, and in London. American wools that averaged  $8\frac{1}{2}$  to 10 cents in America, to American manufacturers, sold at the same time over there at 4 pence, or 8 cents of American money, and I have an extract here from a Bradford newspaper on the subject which I will submit with my tables and diagrams.

Mr. DOLLIVER. You mean after it was scoured?

Mr. JUSTICE. No. I mean in the grease, as the farmer sold it. In this shape [indicating] it brings here in America from  $8\frac{1}{2}$  to 10 cents, and averages about 9 cents. Under the McKinley law it ranged from 17 to 21 cents. That class of wool in Leipsic, Bradford, Antwerp, and London, sells now at 4 pence, and it is hard work to sell it at that price. So you will all see after a trial of foreign markets that the American market is the only market of any value to him that the American woolgrower has, and when that is closed to him, as it is to-day—

Mr. DOLLIVER. You say 4 cents; don't you mean 4 pence?

Mr. JUSTICE. I mean 4 pence, English money, equal to 8 cents American money.

You will find in my printed papers herewith some exceedingly interesting criticisms from European papers on the American wools which have been sent there for sale, notably that from the Yorkshire Factory Times. They want to sell wool to us, and don't mean that we shall invade their market.



Mr. TURNER. Why is this Ohio wool, to which you refer us, put up in such dirty shape? Is it a necessity of the situation there?

Mr. JUSTICE. Not at all; it is the result of a slovenly practice here. I am glad to say that some growers put their wool up right and well, but they are not the majority of them. The American manufacturer wants American wool. There is a gentleman in this room that buys a certain quality of so-called XXX, which is now scarce. It is the best wool in the world for his purpose, and the wool dealers save it a fleece at a time until they accumulate a quantity large enough to ship. It is the kind raised by Hon. John McDowell, of western Pennsylvania, and Mr. Clark. The latter has just addressed you. Millions of pounds of it was sold under the tariff laws of 1867 and 1883. We call it "picklock" wool; it grows on sheep of the Saxony breed. The home of such wool was in the valley that is drained by the Ohio River. That is to say, West Virginia, western Pennsylvania, and southern Ohio, the homes of these gentlemen.

#### SHODDY, ETC.

The subject of shoddy comes next in order. During the McKinley period the annual import of shoddy, mungo, waste, rags, and such wool adulterants, averaged annually less than a quarter of a million pounds. The Wilson law went into operation on raw material in August, 1894, and although shoddy, waste, etc., were classified as "manufactures of wool," and these schedules could not legally go into operation until the following January, the Secretary of the Treasury arbitrarily ruled that the McKinley prohibitive duty on shoddy, rags, waste, etc., should cease with the duty on raw wool.

During the first four months of the Wilson law and between September 1, 1894, and the 31st of December over 4,000,000 pounds of these wool adulterants were imported. This 4,000,000 pounds of shoddy and waste took the place of three times that amount of American wool. Shoddy is made of rags and other adulterants, which once having been cleaned, does not require rescouring. It is put through machinery which dusts it and partially cleans it. It is then practically clean wool. A pound of rags is almost equivalent to a pound of some kinds of scoured wool.

In the first full calendar year of the Wilson-Gorman law we imported 20,718,110 pounds of shoddy, rags, waste, etc., an increase of 8,265 per cent over the average of the McKinley period. This 20,000,000 pounds or more of shoddy would be equal to 60,000,000 pounds of unwashed Montana or Texas wool. It would take the sheep in the State of Montana (which is now our largest wool-growing State) three years to produce enough fleece to make the quantity of clean-scoured wool displaced by this 20,000,000 pounds of shoddy and waste which came in during the first calendar year after the Wilson law was passed.

It was stated by the statesmen who advocated the repeal of the McKinley law that free wool would mean such cheap wool that there would be a decreased use of shoddy. Have these predictions been fulfilled? Previous to the repeal of the McKinley law there was very little shoddy imported. The shoddy then used in America was made from American rags, and there were less than 250,000 pounds of shoddy, etc., imported in an average year. The Wilson-Gorman law went into effect four months before the close of 1894, and during the last four months of that year the imports of shoddy had increased to over 4,000,000 pounds, and during the first full year of the present law over 20,500,000 pounds of shoddy, waste, rags, and other such wool adulterants were imported.

The increase over the whole McKinley period was over 20,000,000 pounds, an increase of over 8,265 per cent, and instead of using less shoddy American manufacturers are



now using more than ever before. And why? Because of the loss of the home market for woolen textiles (shown in Schedule B), our manufacturers were compelled to lower their prices for their woolen product, and in no other way could they do this except by the use of shoddy; and although the price of pure scoured wool had fallen nearly one-half, or from 65 cents to 35 cents, the foreign competition was so keen that nothing but a tremendous use of shoddy would enable them to run their mills at all; and notwithstanding this enforced adulteration of their goods by the use of shoddy, they still lost the best portion of their home market, as shown in Schedule B. Some idea of the proportion of the imports of shoddy in 1895 compared with the McKinley period will be seen by examining the parallel black lines in Schedule C.

*Imports of manufactures of wool in shoddy, waste, rags, etc.*

|      | <i>Pounds.</i> |                                                                                                                                         |                                            |
|------|----------------|-----------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|
| 1891 | 215,714        | —                                                                                                                                       | } Average, 247,663 pounds. { McKinley law. |
| 1892 | 321,586        | —                                                                                                                                       |                                            |
| 1893 | 229,583        | —                                                                                                                                       |                                            |
| 1894 | 142,040        | — 8 months McKinley law.                                                                                                                |                                            |
| 1894 | 4,028,901      | <u>4 months Wilson-Gorman law.</u>                                                                                                      |                                            |
| 1895 | 20,718,110     | <u>Wilson-Gorman law.</u>                                                                                                               |                                            |
|      |                | Increase in shoddy, etc., imports in 1895 over average of 3½ years of McKinley law, 20,470,447 pounds, or 8,265 per cent. } Gorman law. |                                            |

The CHAIRMAN. How do you explain the increase in shoddy after wool was on the free list? The old theory was that shoddy would be imported when wool could not be so easily imported. But it seems that with free wool there was a large increase in the use of shoddy.

Mr. JUSTICE. It is very simple. The duty on shoddy was about the only one that was prohibitive in Schedule K. Under the McKinley period the high duty kept it out, and then only about 247,000 pounds annually came in, and we used no other shoddy in America except such shoddy as was made from American rags—cleaner rags than any imported rags. There never was a period in the history of this country, or history of any manufacturing country, when such a large proportion of pure wool was used in America as during the McKinley period.

Mr. TURNER. I understand that there is a factory in Cleveland using shoddy that ran every day under the operation of the McKinley Act and that this same factory under the Wilson bill has not run more than one day a week.

Mr. JUSTICE. I know nothing at all about that factory.

I wish you [addressing Mr. Turner] to pay particular attention to this matter, because I was before the Ways and Means Committee when you assisted in framing the Wilson law which has so greatly stimulated the use of shoddy. I want to repeat the statement that there never was a woolen manufacturing nation in the world that used so little shoddy as the American nation during the McKinley period. And the proof of it is in the fact that we used then only a quarter of a million pounds of imported rags, shoddy, waste, and such adulterants, as against over 20,000,000 pounds in the first full calendar year of the Wilson law.

Mr. McMILLIN. Do you mean imported shoddy?

Mr. JUSTICE. This 20,000,000 pounds was all imported.

Mr. GROSVENOR. I would like to add that it is within my knowledge that the owners of the Cleveland mill referred to are very anxious that there shall be no tariff put upon shoddy at this time. This reached me to-day officially.

Mr. JUSTICE. The chairman asked me about this enormous increase in shoddy. Under the McKinley law, a woolen-mill hand had steady employment and earned \$10 a week, and could buy an all-wool suit containing no shoddy for \$10, with the proceeds of one week's labor. Owing to the closing of the mills (the result of the Wilson law)



which did not average half time in 1896, notwithstanding the advantage of free wool, he earned only \$5 a week. The fixed charges for fuel and provisions for his table and rent which go on nights and Sundays, absorbed all of the \$5 which he has earned, and he has had no money left with which to buy clothing, not even shoddy clothing. And men who made \$10 all-wool suits out of 55 cent scoured wool, under protection, could not sell them even with 30 cents scoured free wool.

Shoddy goods came in from abroad as never before, and \$5 shoddy suits made of cheap imported goods were in the stores. Our manufacturers had to make \$5 suits to compete. They could not make them out of pure wool, even cheap free wool, they had to use shoddy, and the result was that there was a good, brisk, keen market for foreign shoddy and a narrowed market for pure wool. Free wool which was to "widen our market," narrowed our market so that half of the mills closed, and many of those which did run, used shoddy where under the McKinley law they used only pure wool.

Mr. McMILLIN. Have the sales of the better grades of wool or the price increased or decreased under the operation of the Wilson bill?

Mr. JUSTICE. This diagram shows the decrease in price [indicating]. As to sales, I deal mainly in domestic wool. My sales of American wool for the first year of the Wilson law were reduced one-third, and my sales for the second year of free wool were reduced one-half below the average of the McKinley period. The McKinley law made it an inducement for our manufacturers to use domestic wool. The Wilson law gave our home market to the foreign woolgrower.

Mr. McMILLIN. What I am asking is the effect upon the value or price of goods—woolen goods—whether such goods diminished or increased in price by the operation of the Wilson bill.

Mr. JUSTICE. Of course they decreased in price to the extent of 25 cents per pound on the scoured wool, and they were also further lowered in price by a greater use of shoddy. They were thus nominally cheapened by the use of shoddy, but in reality they were dearer to the wearer in so far as they relate to shoddy.

Mr. McMILLIN. To what extent?

Mr. JUSTICE. Such a suit as I have on contains about 3 pounds of pure scoured wool—no shoddy. It is impossible to use shoddy in worsted yarn. The difference in the cost of such a suit is about 75 cents below the McKinley price. That is the difference made between the use of 30-cent free wool scoured and 55-cent protected scoured wool.

Mr. DOLLIVER. Do you mean the price of the cloth at the factory or the price of the suit of clothes to the purchaser?

Mr. JUSTICE. This is a cheviot suit made of coarse combed or worsted wool. It is coarser than this merino sample [illustrating]. It is about such wool as grows on Shropshire sheep. Around the Mediterranean there are carpet wools from which wool has been imported to make cheviot suits. You know that on the ribs of the sheep there is found a finer fiber of wool than on other parts of the carcass. Measured under a microscope the diameter of the fiber would be less than the diameter of fibers of wool grown on the hips or back or neck or on other parts. The law of 1883 was most loosely constructed with regard to Schedule K. Its faults were admirably corrected by the joint convention that arranged the wording and classifications and divisions of Schedule K of the McKinley law. Under the law of 1883 third-class or Mediterranean carpet wools were sorted in Europe and the finer portion of the fleeces, such as sorts from the ribs, were brought in and it entered into the



manufacture of knitting yarns and of chevots. So you can thus see how carpet wools can make less difference in the cost of clothing than where only merino wool is used. The difference is 75 cents between the McKinley price and the present price in the cost of the clothing I have on, the duplicate of which in wear and appearance may be made of such so-called third-class wool or carpet wool as I speak of. That is of the finer sorts off of the ribs of some Mediterranean fleeces classified as third-class or carpet wool.

Mr. McMILLIN. Seventy-five cents in the cost of cloth?

Mr. JUSTICE. In the wool now in the cloth of this suit.

Mr. McMILLIN. For the entire suit?

Mr. JUSTICE. Yes; the entire suit, exclusive of trimmings.

Mr. McMILLIN. Then the reduction under the Wilson bill has only been 75 cents for such a suit?

Mr. JUSTICE. Yes; that is all in such goods as I now wear. They are not heavy goods, but are such as a workingman would wear.

Mr. McMILLIN. Then that law has not been so destructive to clothing manufacturers as has been made out?

Mr. JUSTICE. The removal of the wool duty decreased the price 75 cents on the wool contained in such a suit.

Mr. DOLLIVER. Has that found any expression in the retail prices of the clothing a man buys?

Mr. JUSTICE. Yes; of course. There is a difference, as I have already pointed out, of 93 cents per capita. Free wool saved the nation 93 cents per capita, but it lost the nation over \$400,000,000 in purchasing power, as I have shown before. In this particular goods it is 75 cents, or 18 cents less than 93 cents, the per capita rate, because this is made of coarse wool. The per capita saving of 93 cents is for wool of all kinds, coarse and fine. There is none of this fine or merino wool [indicating] in this suit of clothes.

Mr. McMILLIN. My inquiry was as to the difference in price of the finished product, and that was your answer, I suppose?

Mr. JUSTICE. I thought some question of this kind might come up, and so I had the cloth in this suit weighed by the tailor before he made it up. It weighed 3 pounds and a few ounces. It is not the heaviest goods. It is suitable for this weather and it is the kind made up and sold to men in moderate circumstances—not fine goods.

Mr. McMILLIN. And your answer had reference to the finished article?

Mr. JUSTICE. To the difference between the price of McKinley wool and the Wilson-Gorman or free wool in this cloth. It is only the difference between protection and free trade on the raw material.

Mr. McMILLIN. What I was getting at was the difference in value of the goods to the consumer of such a suit as you have on under the McKinley bill and under the Wilson bill.

Mr. JUSTICE. The difference in favor of the consumer in such a suit as this is about 75 cents. That is less than the average annual per capita saving to the consumer, which figures, viz, 93 cents, I have previously given to the committee.

Mr. DOLLIVER. Do the tailors give you the benefit of that difference?

Mr. JUSTICE. No. This suit, when made by a wholesale clothing manufacturer, retails at \$10. I understand from the manufacturer who made the cloth that the clothier sells suits of this cloth at wholesale at \$7.50.

There has of late been lack of profit to the manufacturer, a lack of profit to the middle man, and, in fact, nobody has made any money out of it. The merchant tailor that made this particular suit got \$20 for making and trimming it for me. I furnished the cloth, which was given



to me by the manufacturer, but wholesale manufacturers sell suits made of this cloth for \$7.50, so I am told.

Mr. TURNER. If the gentleman will allow an interruption, I would like to know if the class of goods which you are wearing is not purchasable at about one-half what it was before the Wilson bill went into effect?

Mr. JUSTICE. No, sir; other things being equal, 75 cents would make the only difference in the cost before and the cost now, by reason of the difference in free or protected wool. If there is any other difference in the present cost it is made by a lessening of the profit or by actual loss to the manufacturer and of the cost of the labor element which enters into the construction of such goods. I know nothing about any other details in the cost of this suit, except the difference between the McKinley cost and the Wilson-Gorman cost of the raw wool in it.

Mr. TURNER. You do not make any estimate of the effect of compensatory duties?

Mr. JUSTICE. I know nothing about that element in this case. I have figured up the difference between the protected and free-trade prices of the wool in it.

Mr. TURNER (continuing). I mean the compensatory duty put on for the manufacturer's benefit.

#### COMPENSATORY DUTIES.

The difficulty in placing high rates of duty upon wool comes from the objection which legislators have to the necessary corresponding increase in the compensatory duties upon finished cloth. It takes 4 pounds of wool of the first class (merino wool, shrinkage 60 per cent) to make 1 pound of finished cloth. Every increase of 1 cent per pound in the duty upon unwashed wool of the first class involves an increase of 4 cents per pound in the duty upon finished cloth, without which the mills would be closed and the wool market destroyed. Owing to this necessary provision, manufacturers are barred from the importation of wools shrinking over 60 per cent. See following diagram (p.183).







Mr. JUSTICE. I am approaching that subject now, which will about conclude my remarks. In alluding to this suit of clothes something which I wish to explain is suggested. This cloth was made by a firm that were American manufacturers, under the law of 1867, and they discovered when that law was succeeded by the tariff of 1883 that they could import "worsted" at a lower duty than was paid on the cheapest shoddy goods. They went over to Bradford, England, and sent over a shipment of superfine goods, which was entered at the custom-house as "worsted." The appraisers classified them at first as woolen cloths. These goods were taken around to the wholesale dealers and the unanimous opinion among the trade was that they were commercially known as "worsted." They took them out as worsteds but paid the cloth duties under protest. The courts afterwards decided that, as the commercial name was "worsted," the framers of the tariff bill had meant that this class of all-pure wool cloth should come in as worsteds, which proved to be at a less duty than common shoddy goods. (It is impossible to put any shoddy in worsted yarn.) Finding their case strong and safe, they employed mills in Bradford, England, to produce worsteds, and sent their product to their Philadelphia selling house. When the McKinley law passed, the senior partner of the firm came to Washington to protest against higher duties. He had a suit of clothes with him by which he undertook to show how the price would be increased to the consumer if the McKinley bill passed. After the law of 1890 went into operation he found that he could not sell a single yard of his English cloth under the McKinley law. He was shut out of the American market. These goods could then be made here in America alone. He was compelled to move his machinery to America. He located about 16 miles from Philadelphia, where he established his American factory. As soon as he could get his mill in operation under the McKinley law, he issued a circular to his old customers stating that he would sell the same goods here, made of the same quality of wool, and at no higher price than that at which he sold them before in England under the lower duty of 1883.

Who pays the duty in such a case? This firm, having run their mill under free trade in England and under the McKinley law in the United States, are the best equipped persons that I know of to give an opinion as to the comparative merits of the productive capacity of the American and foreign factory operative. Some of their Bradford help followed them to America. They thus actually employed the same men on the same looms and on the same kind of goods. Their answer to the question so often asked about the comparative efficiency of such labor has been put into print. It is to the effect that the same men, with double the English pay in America, with better food and clothing, and better houses to live in here, are less efficient than they were in England. I said to the senior partner, "That is at variance with the general impression." He explained his statement in this way: On the other side, if a man leaves his loom before he weaves out his warp he can be put in jail for breach of contract. Here a man may shift his belt onto the loose pulley and stop his loom, leaving the shuttle in the warp, and clear out, and you have no redress. Here they become careless, are soon demoralized, and altogether a great deal more independent than in England. He has figured out just how much was the cost of labor abroad and here on weaving on the same goods, without regard to the material in it. I mean the same sort of weaving by the same men who had worked for him in Bradford under free trade and under the McKinley law here. In England they receive about £1 (or less than \$5) a week for weaving.



The same men in Pennsylvania, under the McKinley law, received over \$10 a week for precisely the same work—an increase of 100 per cent in wages over those earned in England; that is, a difference of 100 per cent in favor of the American workman. A similar increase over English wages is the rule all through other branches of this business. If, with your permission, I may occupy any more of your time, as that which was allotted to me has already been used up, I will come to the question of the compensatory duty, which seems to be most difficult question for those to understand who are not in the business. (See table on page 1523.)

This first sample [indicating] is a fine Montana wool of Merino blood. It shrinks 70 per cent. It yields 30 per cent of clean scoured wool like the sample [indicating.] It takes 5 pounds 5½ ounces of such wool to make a pound of finished cloth, or 1 pound 5½ ounces more than the McKinley compensatory duties provided for. Western Australia produces similar wool in great abundance, with a shrinkage of 70 per cent. It does not come to America, because the manufacturers are not willing to pay the freight on the 70 per cent of dirt. The freight on wool from London to mills in Pennsylvania 15 miles by rail from the wharf where the European steamer lands is only one-fourth of a cent per pound. With no duty on wool to-day, manufacturers here do not import any of this kind of wool. I asked why. The answer was, "Because we can not pay freight on dirt." "But," I said, "the Montana woolgrower has the same amount of dirt in his wool and he pays eight times the all-rail freight from Montana to New York that you pay from London to your mill, and you can not pay one-fourth of a cent per pound against the American growers' 2 cents per pound freight on 70 per cent shrink wool across the continent. How is it you can not use that class of Australian wool when the freight is only one-fourth of a cent per pound?" He replied, "We do not want it. We want only light-shrink wool; but we do want an ad valorem duty on wool, so that the foreign manufacturer may have our competition and will not be able to buy them at his own price, as he now does, and make cheap goods that would compete with our goods." There is nothing in this argument, for at the last London sales and the majority of all of the previous sales these skirted Port Philip wools suitable for America were 10 per cent higher, by reason of the competition of American buyers, while the 70 per cent shrink faulty wools were neglected and were unchanged or lower in price.

Now there is no tariff on wool, wools are free. No duty stands in the way of importing these faulty wools now. If our manufacturers want an ad valorem duty in order to have access to these faulty wools after a duty is on, why don't they take advantage of their privilege and import them now, when there is no duty? They have the freest access to these cheap, heavy wools to-day and they will not touch them. This disposes of the contention that ad valorem duties on wool are necessary to give our manufacturers access to all classes of inferior, cheap wools. As they do not import them when wool is free, they never will import them under any form of duty; and those who use this argument, if sincere, are deceiving themselves alone.

The next sample is XX Ohio unwashed. It shrinks 65 per cent. It is wool of the same breed as the other heavier sample from western Australia. One is grown in Ohio and one in western Australia, but if both were scoured they would look alike, and nobody could tell the difference. If the wool in western Australia was grown in Ohio it would look like that sample of Ohio. [Mr. Justice illustrated this part of his statement with various samples.] Both will show under the microscope a diameter of two thousandths of an inch. The difference



in the wools is only the difference in the characteristics of soil and climate of the different localities in which they were grown. If you would reverse the conditions, this [indicating] wool would look like that and that wool would look like this [illustrating].

It takes about 4 pounds  $9\frac{1}{2}$  ounces of this Ohio fine unwashed to make a pound of finished cloth. If a manufacturer imports this same class of wool from western Australia (with the McKinley duty of 11 cents per pound on wool and the compensatory duty of 44 cents on every pound of imported cloth, to compensate him for the duty paid to the Government on the wool used to make that cloth) it would take 4 pounds  $9\frac{1}{8}$  ounces of greasy Australian wool to make 1 pound of cloth. He would have to pay  $50\frac{1}{4}$  cents on the 4 pounds  $9\frac{1}{8}$  ounces, which is the quantity of wool required to make a pound of cloth out of such wool, which would involve him in an outlay of  $6\frac{1}{4}$  cents in duties more than the compensatory duty of 44 cents which the law allows on imported cloth. The result is he is barred from importing 65 per cent shrink wool, the duties therefore on such wool would be  $6\frac{1}{4}$  cents more than the compensatory duty on the cloth which it would make. This class of wool is not now imported to any extent even though the duty has been taken off. With freight on such heavy wool only one-fourth cent per pound from London to America, the manufacturer does not want it, therefore it is safe to conclude, as already stated, that if he will not have it when there are no duties, he will never want it under any sort of ad valorem duties. But the point is, that if he did import such inferior West Australian or similar wool he would be out of pocket  $6\frac{1}{4}$  cents below the compensatory duty on every pound of cloth manufactured from such wool.

Now, this is a sample of a lighter shrink wool, and of course the compensatory duty required would be less. This sample corresponds to Buenos Ayres, Lower Australian, and Cape of Good Hope wool, although it is New York or Michigan heavy fine washed, shrinking 60 per cent and yielding 40 per cent of clean scoured. It takes 4 pounds to make a pound of finished cloth, and the importer would have to pay 44 cents duty on the wool. This is the heaviest class of wool that could be imported under the McKinley arrangement of compensatory duties.

This brings us to the wools which are skirted, which are the only kinds of merino wools now largely imported under free wool, and the only kind that ever will be largely imported. The compensatory duty on cloth when less than the duty the wool required to make such cloth makes wool of 60 per cent shrinkage the dividing line, or in other words, wools yielding 40 per cent or more of clean scoured wool, are the only ones that are used in America with a compensatory duty on cloth.

The next sample is still lighter. It is an Adelaide, and corresponds with Ohio XX fleece washed. This is a wool shrinking 55 per cent and yielding 45 per cent of clean scoured wool. Only the very best of the Adelaide wools shrink as low as 55 per cent; some of them run up to 70 per cent. This is skirted wool. The American wool of the same kind and quality is not skirted and from this cause sells in the grease at a lower price. These American and foreign wools of the same grade practically enter into the same cloth. When a manufacturer imports enough of this class of Adelaide (55 per cent shrinkage) to make a pound of cloth he pays the Government 39.10 cents duty on 3 pounds  $8\frac{7}{8}$  ounces which is the amount it takes to make a pound of cloth. He saves the small fraction of 4.90 cents out of the compensatory duty. This shows the inducement to import skirted light shrink wools. (See table on page 1523.)



This sample [indicating] is Port Phillip greasy superior, which is the most valuable wool in the world. It also corresponds with the XX Ohio although it is cleaner. Three pounds three and one-half ounces of this high class of Port Phillip skirted fine wool will make a pound of cloth. It is very clean. It is on account of its light shrinkage that it takes such a small quantity, as each pound yields 50 per cent of clean scoured wool. If a manufacturer wants to import only enough wool to make 1 pound of cloth he would import 3 pounds  $3\frac{1}{2}$  ounces and would pay the Government in duty 35.20 cents on the wool and thus save the small fraction of 8.80 cents out of the compensatory duty on a pound of finished cloth. This class of wool is limited. The treasurer of the Washington Mills in an open letter states that only 5 per cent of the product of Australia is as clean as that. His estimate is entirely too small, but whatever may be the quantity, there never was any difficulty in procuring an ample supply of it, and our manufacturers have never been compelled, even with free wool, to resort to the faulty wools that require more than 4 pounds of wool to make 1 pound of finished cloth, and I contend that they never will be required to, nor will they, in my opinion, desire to do so.

This last sample is the lightest wool that comes from Australia. The shrinkage is 45 per cent, and it yields 55 per cent of clean, scoured wool. While there is a limited amount of this wool, there never was too little for America. It takes only 2 pounds  $14\frac{1}{2}$  ounces of this kind to make a pound of finished cloth. The duty on this 2 pounds  $14\frac{1}{2}$  ounces would be only 32 cents, while the compensatory McKinley duty was 44 cents per pound on cloth, so that if all manufacturers could use this kind they would save 12 cents out of the compensatory duty on each pound of cloth made of such wool. (See table on page 1523.)

The McKinley Schedule K, which imposed a duty of 11 cents per pound upon wool, determined the compensatory duty of 44 cents per pound on the cloth by taking shrinky wools yielding 40 per cent of scoured as the dividing line. The great bulk of the world's supply of wool (I suppose fully 75 per cent of it) is so shrinky that a compensatory duty of 44 cents per pound would involve a manufacturer in a loss by its use. But there is an ample supply of such as shrinks less than 60 per cent. The lighter the shrinkage, you will observe, the greater is the amount of the compensatory duty which the manufacturer saves. It was not foreseen by the joint convention of woolgrowers and woollen manufacturers that formed Schedule K of the McKinley law that the manufacturer was to get any fraction of the compensatory duty, but the working of it for four years developed this fact, and its operation completely justified its inventors.

After the compensatory duty was removed and nothing was left but the 50 per cent ad valorem duty (which, through undervaluations and false invoices, is not all collected), the manufacturer began to be compelled to close his mills. It was found that a nominal ad valorem rate of duty of 50 per cent to cover a difference of over 100 per cent in wages between here and abroad would not do. By limiting his purchases to light shrinking wools the manufacturer could, under the McKinley law, save, as already explained, a small fraction of the compensatory duty, and if that had not been the case his mills would have been closed under the McKinley law, as they are closed to-day with the inadequate Wilson low rates.

The CHAIRMAN. Is there not another important fact, that the McKinley law made the duties part specific and part ad valorem, so that the ad valorem was the subordinate part of the duty? Under the act of



1894 the duty is exclusively ad valorem, and therefore our whole attention may be directed to undervaluation; and is it not true that there has been an incentive to undervaluation which has resulted, in practice, in there being a smaller proportion of the duty collected than there was under the other law?

Mr. JUSTICE. Yes, sir; that is a correct statement of the facts.

The CHAIRMAN. And is not that a fact that you have to take into consideration?

Mr. JUSTICE. Yes; it is a very grave matter, involving the opening or closing of our mills, upon which we depend for a market for domestic wool.

I will quote in this connection from a pamphlet which I shall hand in, marked Appendix A, to which I now allude, and which bears directly and forcibly on that point. It is entitled "Prophecy and Experience," and is from the September number of the bulletin of the National Association of Woolen Manufacturers. It is a most comprehensive and clear statement of this part of the subject, and as well a most earnest plea for the woolgrower from the standpoint of the manufacturer, as well as for the factory operative, and for the man who employs him. For conciseness and clearness I have seen nothing like it, and for this reason I desire to have it included in my argument. On page 14 of Exhibit A you will find that the average importation of cloth under the first three years of the McKinley law was about 13,000,000 pounds or a total of 41,700,000 for the whole period. The average value of these importations was about \$12,300,000 per year, or a total of \$37,019,000. Comparing the year 1895 with the whole period of the McKinley law, or rather the years 1891, 1892, and 1893 (for everyone admits that the law was a dead letter after March 1, 1893, and that the Wilson law was discounted after that date, and what happened between March 1 of that year and the time when the Wilson law went into effect is of no value for a basis for estimating its utility), we find that the importations amounted to over 40,000,000 pounds, with a custom-house value of about \$25,000,000, which was an increase of 200 per cent in pounds over the annual average of the first three years of the McKinley law, but the value is only doubled or increased 100 per cent.

The CHAIRMAN. And wools had not fallen abroad?

Mr. JUSTICE. No, sir. On the other hand, they had advanced in price abroad. As already shown Port Phillip fine advanced in London 5 cents per pound between the first and the last of the year 1895, when the effects of the opening of our markets was fully felt abroad, as you will see by tables appended.

[Justice, Bateman & Co., circular, August 1, 1896.]

#### THE EFFECTS OF FREE WOOL.

In Table A is a schedule of twelve leading grades of American wool, with the prices in the markets of Philadelphia, Boston, and New York, on August 1, 1892, during the second year of the McKinley law, when that law was in full and undisturbed operation. In the next column are the prices in the same markets at this date, the second year of the Wilson-Gorman law. In the third column is the number of cents per pound decline caused by the removal of the McKinley duties. The average decline by the substitution of free trade for McKinley protection on wool has already been 42½ per cent, and prices are still falling. The average price of wool in London, for wool of the same kind and quality, from 1868 to 1894, was 51 per cent lower than in the protected markets of the United States during that time. This difference has now been overcome by the domestic decline and the foreign



advance. The removal of protection, which caused American prices to fall, stimulated the London wool market, and the latter has been advancing during the period that American markets have been declining. The London prices for foreign wool of the same kind and quality as the domestic are shown in Table B. If it was not the removal of the McKinley duties which caused this decline in American wools when the markets of the world were advancing, what was it?

TABLE A.—*American wool, Philadelphia and Boston prices.*

|                                                     | Price Aug.<br>1, 1892,<br>second year<br>of McKin-<br>ley law. | Price Aug.<br>1, 1896,<br>second year<br>of Wilson-<br>Gorman<br>law. | Amount<br>per pound<br>lower. |
|-----------------------------------------------------|----------------------------------------------------------------|-----------------------------------------------------------------------|-------------------------------|
|                                                     | <i>Cents.</i>                                                  | <i>Cents.</i>                                                         | <i>Cents.</i>                 |
| XX Ohio washed.....                                 | 29                                                             | 17                                                                    | 12                            |
| Ohio medium washed.....                             | 33                                                             | 19½                                                                   | 13½                           |
| Ohio coarse washed (¼ blood).....                   | 32½                                                            | 18½                                                                   | 14                            |
| Ohio fine unwashed.....                             | 20½                                                            | 12                                                                    | 8½                            |
| Indiana and Missouri fine unwashed.....             | 19¼                                                            | 11                                                                    | 8¼                            |
| Indiana and Missouri medium unwashed (¼ blood)..... | 25¼                                                            | 14½                                                                   | 10¾                           |
| Indiana and Missouri coarse (¼ blood) unwashed..... | 24¾                                                            | 15                                                                    | 9¾                            |
| Oregon and Colorado fine, shrink 70 per cent.....   | 17                                                             | 8                                                                     | 9                             |
| XX Ohio scoured.....                                | 63                                                             | 35                                                                    | 30                            |
| Ohio medium scoured.....                            | 55                                                             | 33                                                                    | 22                            |
| Ohio ¼ blood scoured.....                           | 43                                                             | 25                                                                    | 18                            |
| Oregon and Colorado fine scoured.....               | 57                                                             | 30                                                                    | 27                            |

Average American decline in two years, 42½ per cent.

TABLE B.—*Foreign wool, London prices.*

|                                                                | Price Aug.<br>1, 1892,<br>in London. | Price Aug.<br>1, 1896,<br>in London. | Higher.       |
|----------------------------------------------------------------|--------------------------------------|--------------------------------------|---------------|
|                                                                | <i>Pence.</i>                        | <i>Pence.</i>                        | <i>Pence.</i> |
| Port Philip greasy (similar to XX Ohio).....                   | 11                                   | 11                                   | .....         |
| New Zealand and crossbred greasy (similar to Ohio medium)..... | 9½                                   | 10                                   | ½             |
| English Shropshire hoggets (similar to Ohio ¼ blood).....      | 10¼                                  | 10½                                  | ¼             |
| Cape grease (similar to territorial fine).....                 | 6                                    | 7                                    | 1             |
| Port Philip scoured.....                                       | 22                                   | 22                                   | .....         |
| New Zealand crossbred scoured.....                             | 16                                   | 17½                                  | 1½            |
| English Shropshire hogs.....                                   | 13½                                  | 14                                   | ½             |
| Fine Cape scoured.....                                         | 15                                   | 17½                                  | 2½            |

Average London advance in two years, 9 per cent.

The CHAIRMAN. Is not that fact a demonstration that under exclusively the ad valorem system there have been enormous undervaluations, to an extent unknown before?

Mr. JUSTICE. This fact alone would indicate an undervaluation of about 33½ per cent, because here is evidence that the quantity has increased three times, or thribbled, and the values have only doubled. That will be found on page 14 of Exhibit A, which I submit, and to which I again call your attention as most important, as showing where the Government is losing its revenue.

There is just one more point about which I wish to speak, and then I will close, thanking the committee for its indulgence, and apologizing to it for having taken up so much more time than was originally assigned to me for the discussion of this subject. However, this is an important matter, and if it were printed only without any oral explanation, a good deal of its force would be lost.

In making a new tariff law there seems to be a general impression among the public that you must make a conservative bill, which means low taxation, but they lose sight of the fact that the increase in the national debt under President Cleveland's Administration will



require higher taxation per capita than was necessary under the McKinley period. By the time the new revenue law goes into operation the increase in the national debt threatens to approach \$600,000,000. I arrive at these figures in this way: There were \$260,000,000 of bonds sold. The interest on those bonds up to the time they mature will be over \$240,000,000. This interest has to be paid out of taxes before the bonds are paid, which makes over \$500,000,000 increase in the national debt without adding the deficit. Now, at the rate of the increasing deficit which is going on (you know better than I how much a month) that deficit will bring the total debt up to near \$600,000,000 by the time the new law can be framed and passed. The people will therefore have to submit to a higher per capita taxation than under the McKinley law, whether they like it or not. That is the price they pay for the experiment of a tariff for revenue only, and that kind of policy.

Mr. GROSVENOR. If they have a luxury they must pay for it.

Mr. McMILLIN. You do not take into account that between \$100,000,000 and \$200,000,000 of the proceeds of the bonds are on hand now to be used in any way the Government sees proper.

Mr. JUSTICE. I append herewith my suggestion of the proper sort of a tariff law. It provides at the start for 2 cents per pound less duty on wool of the first class, and 8 cents per pound less duty on cloth than was imposed by the McKinley law. As the foreign wool supply is rapidly increasing foreign prices must fall. They will undoubtedly go lower than ever before soon after a duty is imposed, when our demand ceases, for in order to avoid the duties our importers and foreign consignors will have shipped in the better part of a two years' supply in advance of the new law. As wool advanced 5 cents per pound in six months after our duties fell and we began to buy freely of them, it will decline at least this much when we cease for a period to buy. Before we again begin to import the price, in my judgment, will be more than 5 cents lower than it is to-day, so that more than half of the 9 cents duty provided will then be lost in the increase in the domestic price. The increase in the price of wool to the domestic grower will then be only 4 cents above its present value. When this occurs he will be disappointed, and will not be satisfied to permit the new law to be permanent. There must therefore be provided an annual increase of 1 cent per pound for each fiscal year ending June 30 for four years to come, as is indicated in the wool bill which I herewith suggest. This plan makes the cost to the consumer, landed in New York of imported wool and imported cloth with duty paid, less than the average cost of the same articles for the ten years ending with the McKinley law in 1894, when the duty on wool was 11 cents per pound and the duty on cloth 44 cents per pound.

The following table, based on the proposed graduated duty and also based on the average London price for ten years ending with 1894, with the probable price at the end of each subsequent fiscal year, will show that the cost to the American consumer at the end of the fiscal year 1898 on imported wool, in comparison with the McKinley period, will be 2 cents per pound less on wool and 8 cents per pound less on cloth; in 1899 it will be 3 cents per pound less than the McKinley period on wool and 12 cents per pound less on cloth; and at the end of the fiscal year 1900 it will be 4 cents per pound less than the McKinley period on wool and 16 cents per pound less on cloth; and at the end of the fiscal year 1901, when the duty will continue without change, the cost to the consumer will be 5 cents per pound less than in the McKinley period on wool and 20 cents per pound less on cloth.



| McKinley duty. | Proposed graduated duty, ending June 30 of each year until 1900 and continuing thereafter without change. | Average price of choice Port Phillip wool in London during the ten years ending 1894 was 21.70 cents, or practically 22 cents. | Estimated price of choice Port Phillip wool in London at the close of each fiscal year. | Cost of choice Port Phillip wool to consumers, landed in New York, exclusive of freight and charges. | Lower to consumers on each pound of wool than McKinley law; wool duty of 11 cents per pound. | Lower to consumers on each pound of cloth than McKinley law; compensatory duty of 44 cents per pound. |
|----------------|-----------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| 11 cents.....  | .....                                                                                                     | 22 cents.....                                                                                                                  | .....                                                                                   | 33 cents.                                                                                            | Year ending June 30, 1898, 2 cents lower than McKinley law.                                  | Year ending June 30, 1898, 8 cents lower than McKinley law.                                           |
|                | Until June 30, 1898, 9 cents.                                                                             | .....                                                                                                                          | Year ending June 30, 1898, 22 cents.                                                    | Year ending June 30, 1898, 31 cents.                                                                 | Year ending June 30, 1899, 3 cents lower than McKinley law.                                  | Year ending June 30, 1899, 12 cents lower than McKinley law.                                          |
|                | Until June 30, 1899, 10 cents.                                                                            | .....                                                                                                                          | Year ending June 30, 1899, 20 cents.                                                    | Year ending June 30, 1899, 30 cents.                                                                 | Year ending June 30, 1900, 4 cents lower than McKinley law.                                  | Year ending June 30, 1900, 16 cents lower than McKinley law.                                          |
|                | Until June 30, 1900, 11 cents.                                                                            | .....                                                                                                                          | Year ending June 30, 1900, 18 cents.                                                    | Year ending June 30, 1900, 29 cents.                                                                 | Year ending June 30, 1901, 5 cents lower than McKinley law.                                  | Year ending June 30, 1901, 20 cents lower than McKinley law.                                          |
|                | After June 30, 1900, and thereafter without change, 12 cents.                                             | .....                                                                                                                          | Year ending June 30, 1901, 16 cents.                                                    | Year ending June 30, 1901, 28 cents.                                                                 |                                                                                              |                                                                                                       |



## SUGGESTED WOOL SCHEDULE.

All wools, hair of the camel, goat, alpaca, and other like animals shall be divided for the purpose of fixing the duties to be charged thereon into the three following classes:

Class one, that is to say, merino, mestiza, metz, or metis wools, or other wools of Merino blood, immediate or remote, Down clothing wools, and wools of like character with any of the preceding, including such as have been heretofore usually imported into the United States from Buenos Ayres, New Zealand, Australia, Cape of Good Hope, Russia, Great Britain, Canada, and elsewhere, and also including all wools not hereinafter described or designated in classes two and three.

Class two, that is to say, Leicester, Cotswold, Lincolnshire, Down combing wools, Canada long wools, or other like combing wools of English blood, and usually known by the terms herein used, and also hair of the camel, goat, alpaca, and other like animals.

Class three, that is to say, Donskoi, native South American, Cordova, Valparaiso, native Smyrna, Russian camel's hair, and including all such wools of like character as have been heretofore usually imported into the United States from Turkey, Greece, Egypt, Syria, and elsewhere, excepting improved wools hereinafter provided for.

The standard samples of all wools which are now or may hereafter be deposited in the principal custom-houses of the United States, under the authority of the Secretary of the Treasury, shall be the standards for the classification of wools under this act, and the Secretary of the Treasury shall have the authority to renew these standards and to make such additions to them from time to time as may be required, and he shall cause to be deposited like standards in other custom-houses of the United States when they may be needed.

Whenever wools of class three shall have been improved by the admixture of Merino or English blood from their present character as represented by the standard samples now or hereafter to be deposited in the principal custom-houses of the United States, such improved wools shall be classified for duty either as class one or as class two, as the case may be.

The duty on wools of the first class which shall be imported washed shall be twice the amount of the duty to which they would be subjected if imported unwashed; and the duty on wools of all classes which shall be imported scoured shall be three times the duty to which they would be subjected if imported unwashed.

Unwashed wools shall be considered such as shall have been shorn from the sheep without any cleansing; that is, in their natural condition. Washed wools shall be considered such as have been washed with water on the sheep's back. Wool washed in any other manner than on the sheep's back shall be considered as scoured wool.

The duty upon wool of the sheep or hair of the camel, goat, alpaca, and other like animals which shall be imported in any other than ordinary condition, or which shall be changed in its character or condition for the purpose of evading the duty, or which shall be reduced in value by the admixture of dirt, or any other foreign substance, or which has been sorted or increased in value by the rejection of any part of the original fleece, shall be twice the duty to which it would be otherwise subject: *Provided*, That skirted wools as now imported are hereby excepted. Wools on which a duty is assessed amounting to three times or more than that which would be assessed if said wool was imported unwashed, such duty shall not be doubled on account of its being sorted. If any bale or package of wool or hair specified in this act imported as of any specified class, or claimed by the importer to be dutiable as of any specified class, shall contain any wool or hair subject to a higher rate of duty than the class so specified, the whole bale or package shall be subject to the highest rate of duty chargeable on wool of the class subject to such higher rate of duty, and if any bale or package be claimed by the importer to be shoddy, mungo, flocks, wool, hair, or other material of any class specified in this act, and such bale contain any admixture of any one or more of said materials, or of any other material, the whole bale or package shall be subject to duty at the highest rate imposed upon any article in said bale or package.

The duty upon all wools and hair of the first class shall be 9 cents per pound until June 30, 1898, then 10 cents per pound until June 30, 1899, then 11 cents per pound until June 30, 1900, and 12 cents per pound thereafter, and the duty upon all wools or hair of the second class shall be 12 cents per pound.

On wools of the third class and on camel's hair of the third class the value whereof shall be ten cents or less per pound, including charges, the duty shall be four cents per pound.

On wools of the third class and on camel's hair of the third class, the value whereof shall exceed ten cents per pound, including charges, the duty shall be eight cents per pound.

Wools on the skin shall pay the same rate as other wools, the quantity and value to be ascertained under such rules as the Secretary of the Treasury may prescribe.



On noils, shoddy, top waste, slubbing waste, roving waste, ring waste, yarn waste, garnetted waste, and all other wastes composed wholly or in part of wool, the duty shall be thirty cents per pound.

On woolen rags, mungo, and flocks the duty shall be ten cents per pound.

Wools and hair of the camel, goat, alpaca, or other like animals, in the form of roping, roving, or tops, and all wool and hair which have been advanced in any manner or by any process of manufacture beyond the washed or scoured condition not specially provided for in this act, shall be subject to the same duties as are imposed upon manufactures of wool not specially provided for in this act.

CHART D.

|                                                              | Average price<br>1885 to 1894. | Under protection—<br>American<br>higher than<br>foreign. | Price April 1,<br>1896, as<br>compared with<br>average of<br>ten years. | Price<br>April 1,<br>1896. | Under free<br>trade—<br>American<br>lower than<br>foreign. |
|--------------------------------------------------------------|--------------------------------|----------------------------------------------------------|-------------------------------------------------------------------------|----------------------------|------------------------------------------------------------|
| American—Ohio XXX washed,<br>in Philadelphia and Boston....  | 31.22 cents..                  | 9½ cents.....                                            | 42.34 per cent<br>less.                                                 | 18 cents.                  | 6 cents.                                                   |
| Australian—Port Phillip un-<br>washed superior, in London... | 21.70 cents..                  | .....                                                    | 10.59 per cent<br>more.                                                 | 24 cents.                  |                                                            |

|                                                               |                                 |                    |                                                                                                                                                      |  |  |
|---------------------------------------------------------------|---------------------------------|--------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|
| American in Philadel-<br>phia and Boston,<br>Ohio XX washed.  | Average price,<br>1885 to 1894. | Cents {<br>31.22 { |                                                                                                                                                      |  |  |
|                                                               | Price, April 1,<br>1896.        | Cents {<br>18 {    | In America 13.22 cents<br>lower, or 42.34 per cent.                                                                                                  |  |  |
| Australian in London,<br>Port Phillip un-<br>washed superior. | Average price,<br>1885 to 1894. | Cents {<br>21.70 { | If the London price<br>had remained 21.70 cents, as it was under the Mc-<br>Kinley period, the American decline would have<br>been over 51 per cent. |  |  |
|                                                               | Price, April 1,<br>1896.        | Cents {<br>24 {    | 10.59 per cent<br>higher in London.                                                                                                                  |  |  |

## APPENDIX A.

### PROPHECY AND EXPERIENCE—THE WOOL TARIFF OF 1894.

[Reprinted from the Bulletin of the National Association of Wool Manufacturers, September, 1896.]

#### I.

Pass this bill, and thousands of feet heretofore bare, and thousands of limbs heretofore naked or covered with rags, will be clothed in suitable garments; and the condition of all the people will be improved. It will give employment to 50,000 more operatives in woolen mills; it will increase the demand for wool, and prices will increase; and with increased demand for labor, wages will increase. Those who favor its passage may be assured that they have done something to promote the general weal, something

"To scatter plenty o'er a smiling land."

*Speech of Hon. William M. Springer, April 4, 1892.*

Speaking for myself, it is immaterial, in my judgment, whether the sheep grower receives any benefit from the tariff or not. Whether he does or does not, I am for free wool—in order that our woolen manufacturers, unburdened by a tax upon foreign wool and unburdened by a like tax upon home-grown wool, may manufacture for a wider market.—*Speech of Hon. William J. Bryan, January 13, 1894.*

It is well, as we approach the close of two years' experience with free wool, to examine the results of that experiment. The two extracts above will serve as a text; they fairly sample the promise and the prophecy which ushered in the new economic era. No change was ever made in the fiscal policy of a great nation from which the people were led to expect so much. It was to be the panacea for all industrial ills, real and imaginary. If the farmer incidentally suffered from it—as Mr. Bryan, with a candor lacking in most of his colleagues, intimated he might—the loss was to be made good by the wider market of the manufacturer. It is not necessary to question the good faith that lay behind all this promise and prophecy; recrimination



adds nothing to the force of accomplished facts, whose cold and cruel test imparts a grimly humorous turn to Mr. Springer's exuberant language. It is enough to record the fact that it was all a terrible and costly mistake—how costly, it becomes a public duty to attempt to measure, by the aid of such data as is accessible.

When the Hon. William L. Wilson found himself compelled to accept the Senate substitute for his tariff bill, he hid his chagrin and discomfiture under the declaration that free wool was gain enough, in that emasculated measure, to compensate for the loss of all the other reforms which the Senate had so ruthlessly negatived. Free wool was his corner stone for all fiscal reform; to have saved that from the general shipwreck was to have achieved enough to reconcile this discredited leader to the tariff bill of "perfidy and dishonor."

Free wool has had full swing for two years; and it is not to be denied that it has cut a wide swath in the industrial realignment of the United States—wider and deeper than Mr. Wilson dreamed would be possible. In his scholastic researches he had convinced himself, for we never doubted his intellectual integrity, that free wool would prove a great and immediate boon to farmer, manufacturer, operative, and consumer. On that proposition Mr. Wilson staked his reputation as an economist and a statesman, in language no less emphatic, if less exuberant, than that of Mr. Springer.

The advent of his political party to power in 1892 had found the wool manufacture in a condition of prosperity under the McKinley tariff of 1890, such as had never but once before befallen it—during the civil war, when high prices and exceptional demands made large profits and quick fortunes. All the machinery in the country was busy and new mills were building everywhere. The increasing competition precluded large profits, but the demand was steady, sales were easy, and the manufacturers found no fault. The people certainly had no occasion to do so, for they were getting their woollens cheaper than ever before, in greater variety, and of steadily improving quality. For the repeal of the legislation under which all this was possible there existed no excuse beyond the fact that a political party had come into the control of the Government which had resisted its enactment and was pledged to its repeal without regard to consequences.

What some of the consequences have been we shall endeavor to set down. It may be urged that they can not be fairly measured by any comparison of the state of the industry as it exists to-day, with its condition when Mr. Wilson and his associates found it at their mercy; that contributory causes have been potent in destroying confidence and markets; that other industries, at which the tariff of 1894 struck less vindictively, have suffered and are suffering. But the two industries which tariff reform picked out for its great object lesson have experienced a prostration without parallel in other lines. Indeed, the careful student of the history of the last four years, tracing this industrial ruin from cause to cause, will always find himself confronted, in the end, with the one great originating cause—the political revolution of 1892—which gave the control of the Government, in all its branches, for the first time since the war, to a party, the first article of whose creed was relentless hostility to the economic and industrial legislation upon which the nation had been nurtured and to which all its industrial and commercial mechanism was adjusted. Every business man knew that the literal carrying out of the Democratic platform, which pronounced all protection a fraud, would necessitate a readjustment of values in every line of business, the influence of which no one could tell, and the like of which had never in any age been experienced by any nation. It was an impending business cataclysm of tremendous import—enough, in and of itself, to explain and account for every ill which has since overtaken the country. But for the penetration of this poison of doubt and distrust through every tissue of the business fabric, none of these contributory causes would have been sufficient to produce more than momentary harm—all of them were bred in the womb of that one original cause. As modern commerce and industry are organized no nation can make the leap from a highly protective basis to a free trade basis without suffering a convulsion which years will be needed to repair.

As it turned out, the leap fell short of its avowed destination, and the industrial readjustment was less than had been anticipated. But in the meanwhile the mischief had been done. Distrust had taken root, confidence was destroyed, and the ground made fallow for all that has since transpired.

## II.

Following Mr. Wilson class by class, we begin with the farmer, whose injury, while not more direct and obvious, is more easily measured. The devotees of Mr. Wilson's school of political economy have been engaged for thirty years in an earnest and plausible argument to convince the farmer that free wool, so far from injuring him, would redound to his benefit in many ways. So lately as the last session of Congress Senator Mills, of Texas, announced in the dogmatic way peculiar to him, that "the protective tariff has never added one solitary cent to the price of domestic



wool in the United States." Available for Mr. Mills's use when he made this statement was the evidence that the shrinkage in the value of sheep and wool since the election of 1892 had been greater than ever before overwhelmed any important industry in any age in any country in so brief a period of time. We do not mean that there have not been instances of greater and more sudden declines in the value of certain products. There were times in early English history when the fluctuations in the price of wheat caused by the imminence of famine exceeded anything of which we can now form an idea, grain being sometimes four and five times as high in June and July as in September and October, when the crops were harvested and the scarcity relieved. These were abnormal fluctuations of temporary duration, which promptly readjusted themselves. The decline in the value of sheep and wool in the United States has been of a character *sui generis*, distinct and distinguished from any decline which may have been simultaneously progressing in other commodities, or in these particular commodities anywhere else in the world.

Under the act of 1890 the flocks of the United States had reached a total of 47,223,000, and were increasing at the rate of 1,000,000 a year. With a value of \$2.50 per head in 1892 our flocks were worth \$118,057,500. They have been decreasing at the rate of 3,000,000 annually under free wool; and their number had receded on April 1, 1896, to 36,464,405, with an average value of \$1.70 a head. The loss in number is more than 10,000,000 sheep in three years, and in value over \$60,000,000.

We are using the statistics of the Department of Agriculture, and they are the only figures available for these comparisons. There is a widespread impression that the statisticians of the Department have so managed their figures that the full dimensions of the injury done the sheep industry are not revealed in them. In several States the returns of the assessors indicate losses in sheep much greater than the Department shows. Many districts are found where the slaughter has been wholesale. Mr. W. B. Snow, formerly the assistant statistician of the Department of Agriculture, a man thoroughly cognizant of the methods of obtaining these figures, has recently completed an independent investigation which reduces the total number of sheep now in the country to 32,000,000, more than 4,000,000 below the Government figures, and indicating a loss in the last three years of fifteen and a quarter millions of sheep. It is our opinion that Mr. Snow's estimate is closer to the fact than that of the Department; but it is not necessary to impeach the official figures in order to make out a case against the legislation which is destroying the results of thirty years of protection in this industry.

Under the McKinley Act the wool clip was steadily increasing with the increase of flocks, and had reached in 1893 a total of 348,500,000 pounds, the largest clip ever grown in the United States, nearly double the largest clip ever grown in Great Britain, even when that country grew all the combing wools for the world's use; as large as the wool clip of Argentina as late as 1888; as large as the clip of Australia as late as 1885; equal to one-third of the available wool supply of all manufacturing nations as late as 1860.

At an average value of 15 cents a pound on the farm, the wool clip of 1893 was worth to the farmers of the country \$52,200,000. The entire value of all the Australian and colonial wool imported into London in 1870 was only £11,600,000, or about the same as the farm value of our domestic clip of 1893.

We make these comparisons because an impression prevails that the domestic wool clip at the best is of no great moment as an element of national wealth.

The clip of the present year, according to the annual estimates of the National Association, will not exceed 270,000,000 pounds, and the average farm value will not exceed 8 cents a pound, reducing the total value to \$20,800,000, a loss of 60 per cent.

In the bulletin of this association appear the monthly quotations of the prices of sixty different varieties and growths of domestic wools in the Boston markets. Taking these quotations by groups, as they are there arranged, and comparing the prices in April, 1890, with the prices in April, 1896, we have the following results, by groups:

| Varieties.                                                                                                                                  | Average price. |                | Per cent of decline. |
|---------------------------------------------------------------------------------------------------------------------------------------------|----------------|----------------|----------------------|
|                                                                                                                                             | April, 1890.   | April, 1896.   |                      |
| Ohio, Pennsylvania, West Virginia, Michigan, New York, New England, Kentucky, Indiana, and Missouri, 24 varieties, washed and unwashed..... | Cents.<br>30.3 | Cents.<br>17.4 | 42.3                 |
| Texas, California, Oregon, Montana, Wyoming, Utah, Colorado, New Mexico, Georgia, and Southern, 26 varieties, scoured.....                  | 49.1           | 27.4           | 44.2                 |
| Pulled wools, 10 varieties, scoured.....                                                                                                    | 45.9           | 28.5           | 38                   |
| Total, 60 varieties.....                                                                                                                    | 40.9           | 23.5           | 42.4                 |

The average decline in the whole group is 42 per cent.



No other commodity, raw or manufactured, has suffered a decline in value which approximates this. Its extent and significance may be shown in the specific case of Ohio XX wool. It has dropped in value, in the face of equal competition, from 29 cents in 1892 to 18½ cents per pound in 1896. The 1892 price on the scoured basis was about 28 cents above the value per scoured pound of the London price of the corresponding grade of Australian wool, while the 1896 price is about 4½ cents below the London scoured price of the like grade of Australian wool. This drop of 42 per cent in value represents the loss to the farmer from the repeal of the duty fixed by the McKinley Act. It is not in any sense due to a general decline in the world's wool markets; for a comparison of the London prices of various grades of wool, at the same dates, shows an average advance of about 9 per cent in 1896 as compared with 1892.

The pretense that the woolgrower got no benefit from the tariff on wool has thus been exploded for all time to come. With the obliteration of the theory has come the practical demonstration of the fact that the growing of wool can not be carried on as a profitable industry in this country without some measure of protection. Cheap as is domestic wool to-day, it is not as cheap, when all the conditions of shrinkage are taken into account, as many of the foreign wools which are now everywhere to be found in our markets. As the pressure of these foreign wools increases the prices of domestic wools are destined to fall still lower in comparison with foreign prices. This is proved by the fact that they can not now be profitably shipped abroad for sale in competition with foreign wools. The experiment has been tried a number of times during the present year and each time it has proved a failure. Some sale abroad may in time be found, but not at prices that will pay the farmer to export.

Thus it is evident that there is but one customer available for the domestic woolgrower and that is the American manufacturer. But free wool will deprive him of that single customer. Indeed, this has already occurred in large measure, as is shown by the statistics of wool imports since the removal of the duty. In the first twelve months of free imports 120,000,000 pounds of clothing wools entered our ports, an increase of over 300 per cent as compared with the largest imports under duty; and the aggregate imports of all classes reached 250,000,000 pounds, as compared with 175,000,000 pounds in the largest year under dutiable wool. This total came within 20,000,000 pounds of the total production of domestic wool in 1896. If we add to it the rags, noils, wastes, shoddy, and other wool substitutes imported during the same period we shall have a total about equal to the present year's clip. Very few years of increasing imports and diminishing clip will suffice to place the aggregate imports far above the domestic production. This enormous volume of foreign wool reached this country in a year when the consumption of American manufacturers was below normal quantity, and its presence here, much of it still unconsumed, explains the fact that there has been almost no market for American wools at any price.

The development of woolgrowing in the countries of the Southern Hemisphere has been enormous. The opening up of new countries in the East by improved transportation facilities has superimposed upon this increasing production millions of pounds of raw material not formerly available. The foreign wool markets were choked and sagging at the moment when the passage of the Wilson tariff act opened up a new outlet for their surplus. The increased shipments to the United States represent just about the measure of the surplus that pressed upon the European markets at the time. Necessarily, therefore, they worked a rise in prices abroad, while they brought the decline in the value of domestic wools. The foreign markets have been buoyant, while ours were lifeless. The woolgrowers of Australia, Argentina, and the Cape have received some portion of that which has been taken from American prices. This gain to them, at the expense of our farmers, will continue as long as wool remains free. It was foretold by manufacturers in every hearing that took place before Congressional committees when the wool duty was under discussion. But in justice to them it should be said that they were unable to foresee the full extent of the discrimination against our own woolgrowers which has followed the repeal of the wool duty. They looked to see an equalization of prices about equally distributed between foreign and domestic wool; they did not anticipate that domestic wool would lose it all; for they did not foresee that the time selected for this economic experiment would be the most inopportune, so far as the interests of our farmers were concerned, that could possibly have been chosen.

The experiment has proven a practical demonstration that the United States must stop growing her own wool, except as a by-product, unless there is a reasonable duty placed upon the wool of countries which can grow it cheaper because they grow it under conditions of a cheaper civilization. To learn this fact has cost our farmers an annual sum of money greater than the value of the property destroyed in the Boston fire of 1872. The conflagration was a visitation of God; the act of legislation, when we take into consideration the time it was done, the abrupt manner in which it was done, without provision for a gradual removal of the duty, and the



false economic premises by which it was sought to be justified, seems like an act of confiscation as we look back upon it.

Some compensation for this sacrifice there may be, if it shall appear that the American people have fully sensed the significance of the facts here stated. The lesson is, that it is cheaper for the country as a whole, and in the broad view, to maintain this industry by a reasonable tax, than to abandon it to others.

No amount of protection can restore the prices for wool that existed in the 70's and 80's, and no intelligent farmer needs to be told the reason why. If he has read the newspapers and the market reports, he knows that the world's production of wool has doubled since 1870, and that the demand for it has been steadily lagging behind this enormous increase in supply. He knows that the free coinage of silver, or any other nostrum for low prices, can never overcome the operation of the law of supply and demand. But a duty on wool will enable him to contend with these conditions and the American people are willing to restore to him that opportunity.

### III.

The traditional attitude of the manufacturer on the question of the wool duty has been the cause of mingled annoyance and astonishment to the doctrinaires of a revenue tariff. Mr. Cleveland, Mr. Mills, Mr. Springer, Mr. Wilson, Mr. Bryan, each in turn, has been insisting that the wool manufacturers were stone blind to their own interests because they have not welcomed the proffered boon of free wool. Instinctively the manufacturers have distrusted these Greeks bearing gifts. Two years' experience has taught them that instinct and reason were at one with each other. It has taught them that they were wiser than they knew in steadily resisting, through all these years, the tempting proffer of free raw material at the expense of the farmer, with the expectation of retaining the protection necessary to preserve the domestic market for their own productions. These two years, in which they have had unrestrained and unfettered access to the wools of the world, have been the most disastrous in the history of the American wool manufacture, not excepting the collapse that followed the close of the war of 1812, or the panic of 1837, or the panic of 1857. These three occasions have heretofore stood in men's minds for the worst that could happen to this particular industry, in consequence of commercial panic or change in economic law. Neither of them furnishes a standard by which to measure the extent of the present disaster, because at neither period had the wool manufacture reached the relative importance among our national industries it has acquired under thirty years of thoroughgoing protection.

The disturbance in the industry began far in advance of the actual enactment of the tariff of 1894. The anticipation of the free listing of wool operated to create a shrinkage in the values of all goods and stocks on hand, which brought them down to the free-wool basis long before the manufacturer could turn about, readjust his business, and make a new start. He received its blow between the eyes before the Wilson bill had even been drafted. It became necessary in every mill in the country to charge off a lump sum—greater or less, according to the amount of goods and stock on hand—a direct loss due to legislation that was only impending, which strained the resources of the most solvent concerns. Such a loss could have been accepted philosophically, as the hazard of business, had it been the end of the matter, and had it left the manufacturers with feet planted upon solid ground. But it was only the beginning of an experience which was to test their nerve and endurance at every step. They found themselves walking in a quagmire, into which they sank the deeper as they advanced.

At no time since the act of 1894 has it been possible to manufacture woolen goods with the certainty that they would be worth, when they found a market, what it cost to make them. It may be answered that this is a condition incident to the times and not attributable to the tariff revision, except as the times themselves are attributable to it. The answer is not tenable, for the lack of a stable basis for their business was due to a cause which would have operated precisely the same under any business conditions. It is the logical sequence of the form of tariff that was applied to woolen goods in consequence of the abolition of the wool duty.

Woolens differ from nearly every other kind of merchandise imported in that it is impossible to definitely determine the true valuations of fabrics which are innumerable in their variations. Not even experts can be sure of the cost of the goods a neighbor is making, so infinite is the possible variety of material, of fabrication, of combination. Hence it has always been a cardinal principle of the protective policy that a part at least of the duty levied upon woolen goods must be specific in form, because the specific duty is fixed, definite, and can not be evaded. The offset to the specific wool duty has offered a method at once scientific, exact, and convenient for this specific duty on woolens; and the ad valorem duty with which it has been associated has allowed sufficient play in the adjustment between duty and value to make



the compound duty equitable and just. The tariff of 1894, when it wiped out the wool duty, tore down the compound woolen schedule and left the domestic manufacturer exposed to fluctuations in duties, and thus in the duty-paid values of imported cloths, as innumerable as the varieties of those cloths.

Thus that tariff effected a double revolution in the basis upon which the American wool manufacture has been built up. It not only transferred the industry from a condition of dutiable materials to free materials, but shifted it at the same time from a tariff of compound duties, in which the specific form predominated, to a tariff wholly ad valorem. Either change was enough to stagger any industry, however well fortified; the two together were sufficient to render inevitable precisely that which has happened.

As the Greeks entered Troy through the stratagem of the wooden horse, so the free traders undermined the wool manufacture with their fatal gift of free wool. "We give you free raw materials with our blessing," they said; "but you must take with it a new form of protection for yourselves—a protection which is not protection, because under it you will never know what kind of competition you must meet or where it is going to strike you." The wool manufacturers thus found themselves very much in the position of an army marching to battle in the pitch dark, with only the vaguest idea where the enemy lay intrenched. After the battle was on, they found themselves surrounded by ambuscades on every hand. When driven from one position they shifted to another. They have not surrendered yet, but they have retired from the contest awaiting developments. Buxton, Ronald & Co., the London wool dealers, pay them a handsome tribute in their last annual circular. "The American manufacturers," says this English authority, "made a gallant but not altogether effectual stand in order to retain the command of their own markets." The compliment was generous, from one who looked upon the battle as already won by the foreign manufacturer.

There are certain signposts, otherwise known as the official statistics of imports furnished by the United States Treasury Department, by which we can partially trace the progress of this industrial battle. The woolen schedule did not go into effect until January 1, 1895, four months after the rest of the tariff bill became operative. In the very first month the true significance of the abandonment of specific duties began to appear. There was no longer any clew to the values which domestic manufacturers must meet to hold their market. All the old standards were broken down. The volume of the imports soon became appalling. They averaged \$5,000,000 a month in value, so that at the end of the first twelve months under the new law—that is, from January to January—the total value of woolens imported had passed the mark of \$60,000,000, foreign value. It was like the breaking loose of the Johnstown reservoir—it swept everything before it.

The imports of that first year represent a duty paid or domestic value of \$90,000,000, equivalent to about one-third of all the woolen goods made in the United States in 1890, as shown by the Federal census of that year. The total value of wool manufactures returned by that census, after deducting the duplications in the form of yarns, etc., and the cotton knit goods included in the enumeration, was about \$250,000,000. The output of American mills was reduced in a larger percentage in 1895 than the imports were increased; to such a degree, in fact, that it is safe to say that nearly one-half of all the woolens which entered into consumption in that year were of foreign manufacture. We have in this country enough woolen machinery to manufacture all the woolen goods our people can consume. But we have no use for it under the present tariff.

There have been one or two years in which the value of imported woolens approximated the value assigned by the Treasury Department to the woolen imports of the calendar year 1895. For example, in 1890, during the pendency of the McKinley bill, the imports of woolens reached \$56,582,432 in foreign value. But our own mills were busier in that year than they ever were before, and the value of the imports, as compared with the domestic production, was relatively small. Beyond that, the fall in values since 1890 has been so great that the quantity of goods represented by the value of the imports of 1895 is at least 30 per cent greater than the quantity represented by the value of the imports of 1890.

The real significance of these imports does not therefore appear in the value; we must look to the quantities to measure their influence upon domestic industry. Taking cloths for an example, the following table shows (besides the total imports of woolens) the quantities and values of cloths imported for the calendar years ending December 31, 1891, 1892, and 1893 (three years, during two of which the McKinley tariff was in operation under normal business conditions), and also for the calendar year 1895.



*Imports of manufactures of wool and cloths.*

[From the Commerce and Navigation Reports, United States Treasury Department.]

| Year ending December 31—     | Wool manu-<br>factures. | Cloths.      |                |
|------------------------------|-------------------------|--------------|----------------|
|                              |                         | Pounds.      | Value.         |
| 1891 .....                   | \$34, 010, 543          | 11, 886, 716 | \$11, 489, 972 |
| 1892 .....                   | 37, 515, 445            | 16, 248, 313 | 14, 068, 525   |
| 1893 .....                   | 30, 238, 506            | 13, 604, 965 | 11, 460, 795   |
| Average of three years ..... | 101, 764, 494           | 41, 739, 966 | 37, 019, 292   |
| 1895 .....                   | 33, 921, 498            | 13, 913, 331 | 12, 339, 764   |
|                              | 60, 319, 301            | 40, 070, 148 | 25, 281, 668   |

The computations above made show that the quantity of cloths imported in 1895 was almost equal, in pounds, to the total quantity imported in the three years 1891, 1892, and 1893, under the McKinley tariff. The cloth imports of the year 1892 were the largest in quantity of any one year in our history, up to that date—16,248,313 pounds—showing that the McKinley woolen tariff was not the prohibitory tariff its opponents represent. The imports for the year 1895 were, however, 40,070,143 pounds of cloths, an increase over the largest previous year of 147 per cent.

These figures convey some impression of the degree of injury inflicted upon our wool manufacturers in the first year of the Wilson tariff. The imports of cloths could not increase 147 per cent over the largest previous year, in the business conditions then prevailing, without curtailing the market for domestic goods in a corresponding degree; and that is exactly what happened. It was not all nor the worst that happened. With an increase of 147 per cent in quantity of cloths imported, as compared with the largest previous year, there was an increase of only 46 per cent in the value of those imports, as compared with the same year. All the time that the quantities of imports were going up the values were going down; or, if the actual values were not going down in all cases the character of the fabrics was shifting to lower qualities, so as to change the basis upon which the American must carry on competition. Foreign manufacturers are canny; they have a good many devices for capturing this market, which has been worth to them, since the Wilson bill took effect, more than all the "open markets" of the world. The measure of this shifting of values is partially indicated by the returns of the Treasury Department, which show that the average value per pound of the cloths imported fell from 90 cents in 1894 to 69 cents in 1895.

Thus the American manufacturer found himself ground between an upper and a nether millstone. To reach the full purport of this change in the unit of value, contrast these three years, 1891, 1892, and 1893, with 41,739,000 pounds of cloth imports, valued at \$37,019,000, with the one year 1895, when 40,070,000 pounds of imports were valued at only \$25,281,668.

These enormous importations, at these low valuations, crowded upon a sluggish market, were what broke down our domestic wool manufacture. How much of that decrease in valuation is represented by undervaluations, facilitated and encouraged by the ad valorem form of tariff, we can not undertake to say. Manufacturers have had experience enough to know, however, that the margin due to this cause alone can make all the difference between possible competition and no competition.

The statistics are not the only evidence, nor are they the most eloquent. For every woolen loom stopped in America a loom was started up abroad. No measure of legislation ever worked a more instantaneous change in the relative condition of an industry in the two countries where the wool manufacture has reached its greatest development.

The Bradford Observer described 1895 as the annus mirabilis in the history of that center of the English worsted industry. The Bradford exports to other countries were smaller than usual in that year; but to the United States they reached a total never before approximated; they rose to \$27,745,096, an increase of 21 per cent over the value of the exports thence of the largest previous year, 1889, when their value was \$22,835,591.

The Yorkshire manufacturers made hay while the sun shone, with very vivid impressions that the enactment of the Wilson tariff was the best stroke of good luck that had ever befallen them. There was but one drawback to their contentment; it arose from the fact that they could not get help enough to weave the goods as fast as their orders called for them. The Observer speaks of this phase of the situation as "a phenomenon." "Such a thing had not happened as that a loom should stand idle with a warp in it for want of somebody to attend to it;" and it describes the domestic infelicities which the Wilson tariff created in Yorkshire.



"Hundreds of households," it says, "have been stranded, because their maids-of-all-work have throw away the cap and print dress, to don the weaver's harden skirt." It probably never happened before that England found herself short-handed, while the United States was filled with people looking for work.

American manufacturers had begun work under the new tariff with a good deal of courage, for they realized that the short production of the previous year had cleaned the merchants' shelves throughout the country; it was a fair assumption that there would be fair field for both themselves and the foreigners. For a few months they ran their mills with a fair degree of regularity. As the season advanced they began to be reminded of the old saying that the mill never grinds with the water that is passed; the business lost in a bad season is never made up in the next. That short period of activity taught them that the new tariff had given the foreigner the power to determine what fabrics should sell, and at what prices; that there was reserved for home makers only the leavings, and these at prices fixed by other standards than productive costs.

The year witnessed constant readjustments of these costs, frequent experiments with new materials, and necessary modifications of fabrics. By the employment of cheaper grades of stock, and by rigid economics in every direction, costs were gradually reduced; but the great factor in the way of successful competition was the labor cost, and here the difficulties were insuperable. Wages in woolen mills are determined largely by the scales that prevail in other industries; they can not be reduced when general reductions are not progressing. Some readjustments had occurred in 1893; but it has been demonstrated that lower wages than the rates now existing are necessary, if the present wool tariff remains.

Manufacturers are averse to a contest over wages. In the present instance they preferred the other alternative; for there was no certainty that even with lower wages they could hold their own. Toward the end of the year 1895, therefore, production began to decrease, and before the heavy-weight season was over nearly one-half of the machinery employed upon men's wear was idle. In the transition from the heavy weight to the light weight season, the real condition of the American wool manufacture was for the first time apparent. Many mills shut down entirely; others ran alternate days, or half or two-thirds time; still others discharged the half or more of their employees; and with the advance of this summer about 80 per cent of the wool machinery of the country stood idle.

The excessive importations thrust into the country during the first year of the operation of the new schedule was the most obvious and potent of the several causes which brought this result about. The prices fixed upon these goods were tempting, and the importing trade overloaded itself beyond the capacity of the country to consume, even in normal business times. These excessive importations not only closed the American mills, but they so surfeited the market that importations have very largely fallen off during the first six months of 1896. Thus, for the month of June, 1895, the imports of woollens were \$3,901,967, while for the month of June, 1896, they were only \$2,286,007. Large as is the decline of imports indicated by these figures, it is not as large, relatively, as the decrease in the production of American woolen mills between the same dates. As matters stand to-day, the imports fairly balance the domestic production.

This is the situation of the wool manufacture as the second year of the new tariff draws to a close. Its potentialities for mischief have not, however, been fully developed. The struggle during these first years has naturally concentrated upon goods for men's wear. These are goods in which fashions are made abroad, and in which it was possible to hit the needs of the American market without the least delay. In some other lines time is needed to learn the peculiar requirements of our people. We have always made our own blankets, for instance, and the foreign manufacturer must learn to make something very similar in style before he can largely displace domestic makes. But in this group, as in all others, the certainty that he can undersell implies the certainty that he will undersell.

Mr. Bryan promised foreign markets as the fruits of free wool. They remain a myth of the imagination; but the loss of the domestic market is no myth.

#### IV.

It is not necessary to dwell at length upon the experience of the woolen mill operative under the tariff of 1894. His condition is always photographed in that of the manufacturer; if the latter prospers, employees prosper; if he can get no orders for his looms, his weavers are idle. Under the McKinley tariff wages in woolen mills reached the highest point, measured by their purchasing capacity, in the history of the country. More important than the comparative rates was the regularity with which they were earned and paid. Until the election of 1892, wages were not only high, but they were paid all the year round; so that average yearly earnings were increased even more than the average weekly earnings. Under that law



American manufacturers experienced the same difficulty that the Yorkshire manufacturers encountered after its repeal; it was a constant hunt for operatives to equip the machinery. There is enough of that machinery to give employment to 230,000 men and women, and their normal wage under the McKinley tariff aggregated \$80,000,000 annually. If we cut both figures in two in the middle, we shall have left an overestimate of the number who find employment to-day and a large overestimate of the aggregate of wages they are now receiving.

This sum of \$40,000,000 a year in wages unearned represents some portion of the loss in the purchasing power of the people when foreign mills make our clothing for us. Not even cheap money can be plentiful when the mills are closed.

## V.

Here the consumer appears on the scene, and as he is numerically the largest group in interest, Mr. Wilson's philosophy makes him the only party whose condition, as directly affected by the new wool schedule, is worthy of serious consideration.

It is impossible for grower, manufacturer, and operative to suffer the loss we have depicted without every member of the community indirectly sharing in that loss. The wool industry, hardest hit of any in the tariff revision of 1894, was the first to feel its effects, and it has been a business barometer whose fall has carried prostration into other industries. A sympathetic cord binds the whole commercial world in one sensitive whole. Everybody has suffered because this great national industry has been driven upon the breakers.

In balancing the account of the consumer we must find his gain exceedingly great to offset the losses he has been compelled to accept in order to obtain it.

The experience of the past year seems to have satisfied a good many people that Major McKinley was right when he said that cheapness was not the only desirable thing in a coat, or in anything else. The universal complaint is that everything is too cheap. In 1894 the complaint was that certain things were too dear, and that the tariff made them so. Mr. Bryan, when a Member of Congress, was particularly violent in his attacks upon the wool and woolen schedule, because it added to the cost of the poor man's clothing. He was wont to figure out in elaborate percentages, which were a striking evidence of his imaginative powers, just how many dollars were added to the cost of coat and blanket by the duty on the wool and the goods. It is a curious illustration of the rapid mutations of American politics that after a short two years Mr. Bryan turns up as the Presidential candidate of a political party whose rallying cry is that everything is now too cheap. It is to be presumed that Mr. Bryan concedes that if the farmer is entitled to a fair price for his corn, the manufacturer is entitled to a fair price for his cloth. Such a concession destroys the whole logic of his tariff speeches of 1894. The cheapening of woollens over which he became pathetic was the difference between manufacturing at a profit and manufacturing at a loss. This difference is not a very serious matter to the consumer—a few pennies per yard of the 15 or 20 yards he may require in a year—but to the maker of thousands of yards of that cloth it is the difference between earning a fair return on the capital invested and running the mill at a loss. The whole philosophy of the present situation is wrapped up in that simple illustration.

Under the McKinley law the prices of woolen goods instead of advancing had a constant tendency to decrease, as was shown by the investigation of prices made by the Senate Finance Committee. The home competition, encouraged by that law, operated as a regulator of prices, while the large sales, quick markets, and sure returns it insured made manufacturing fairly profitable, even at lower prices than formerly prevailed. The consumer was never able to place his finger upon a dollar which the passage of that law added to the cost of his clothing.

When we recall the passion, the expostulation, and the declamation wasted upon the wool duty through all these years, the few pennies by which the consumer can justly claim himself a gainer, in direct consequence of free wool and lower duties on goods, are suggestive of much ado about nothing. Those acres of declamation in the Congressional Record overlooked the large proportion of the cost of a suit of clothes which is embraced in the costs of distribution—those of the wholesale clothing manufacturer and the retailer of clothing. Analysis of costs shows that these expenses are greater than the cost of all the materials contained in the suit. When the reduction in the cost of the cloth, due to the removal of the wool duty (a duty amounting to perhaps 8 per cent of the retail price of the suit), comes to be distributed between the wholesaler and the retailer, the modicum of it left for the consumer grows so small that he may well wonder if it exists at all.

The wholesaler and the retailer do not give the consumer the benefit of any larger proportion of that sum than they find themselves compelled to do by the conditions of the market. If it becomes necessary to force the market by reducing prices, the consumer gains at the expense of wholesaler, or retailer, or both; he is gaining in that way now. If it were possible to reach the whole truth in the matter, it would



be found that the tariff revision of 1894 chiefly affected the present price of clothing, not by the reduction in duties it effected, but by creating the industrial disturbance which has forced all prices down, irrespective of tariff duties. Cheap clothing we have to-day in abundance. It is not cheap because the duty was taken off wool, but because of an inopportune and ill-considered tariff revision which threw the Government finances into confusion and the country into chronic panic. The consumer, in the sense that he represents the largest number, has been the largest sufferer.

This two years' experience has demonstrated one thing satisfactorily, that the domestic wool manufacturers were not making inordinate profits under the tariff acts which existed prior to 1894. When they came to meet the new prices forced upon them by the reduced duties upon imported goods, it at once appeared that a margin of a very few cents on a yard of cloth was the factor which determined whether they could continue to manufacture or not. A properly adjusted tariff was essential to the preservation of that margin; but it had not been potent to push the prices of domestic goods above that margin.

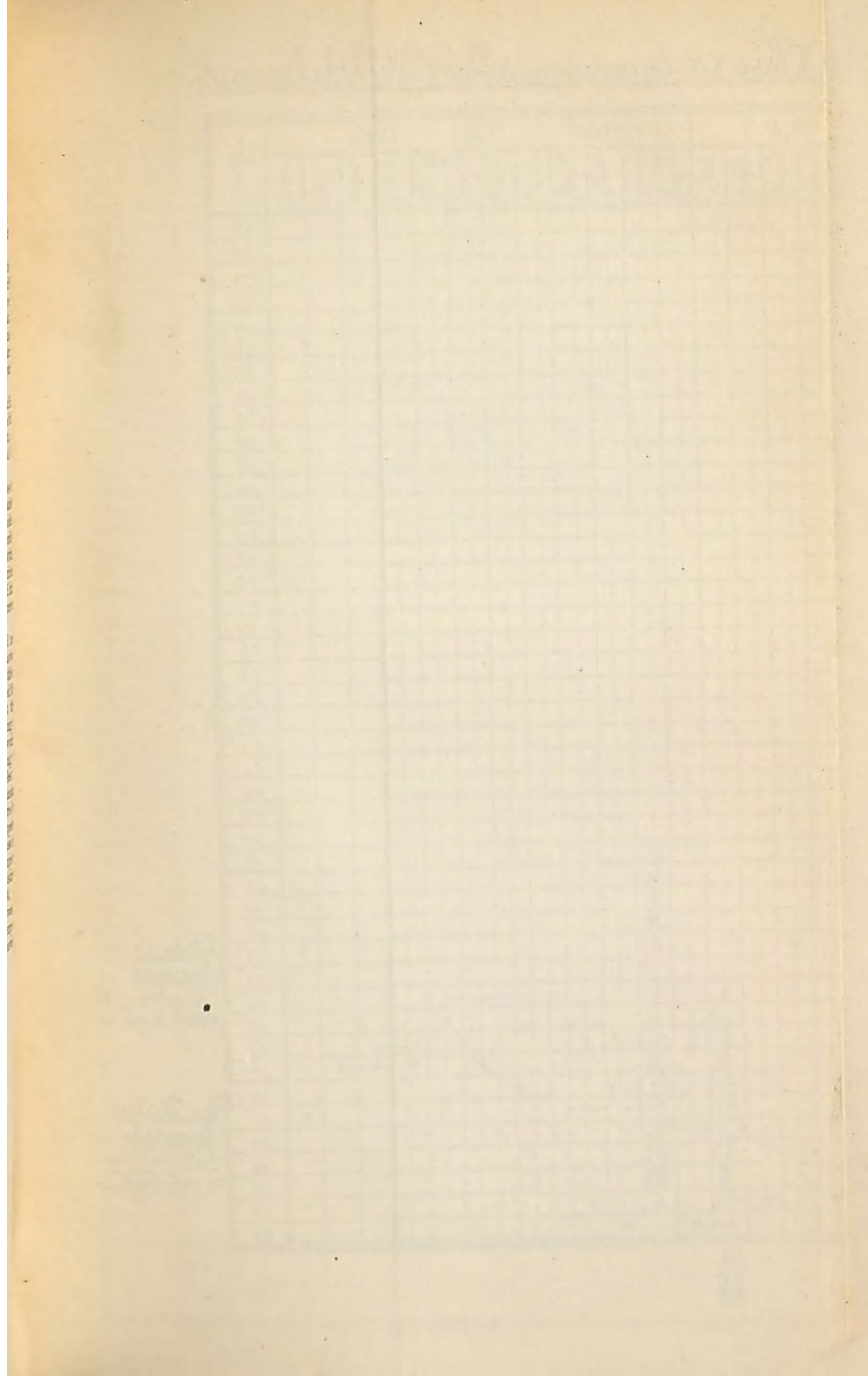
The consumer has learned another thing about woolen goods which it is worth his while to know. He has learned that a tariff on wool does not tend to increase the consumption of shoddy and other substitutes by the manufacturer; and that, on the other hand, a revenue reform tariff, such as we now have, does tend to enormously increase the adulteration of goods.

The McKinley tariff, and those which preceded it, by fixing the specific duties on woollens according to weight instead of value, operated to exclude from importation all goods made from adulterated or revamped materials. This feature of the woolen schedule has always been described as its chief monstrosity by those who regarded it as a conglomeration of monstrosities. They called it a discrimination against the poor man's goods. They held, furthermore, that the wool duty drove the American manufacturer to make wholesale use of shoddy, by the high price it compelled him to pay for honest raw materials. Two years of experience have destroyed forever this thirty-year-old theory.

It has come about in a very simple way. So long as our manufacturers did not have to compete with foreign shoddy-made goods the tendency was rather away from its increased use, for every man's goods found and held a market on their merits; those who used shoddy did it at their own risk, and their goods passed for just what they were. When the Wilson tariff removed the barrier against the importation of shoddy and shoddy goods the situation changed in the twinkling of an eye. More shoddy goods are made in England than in all the rest of the world put together. They have learned there, by long experience, the art of utilizing to the best advantage every kind of refuse that comes from rags and wastes—let it have but two ends, they will find a way to spin it. These were the goods, among other varieties, which began to pour into the United States when the bars were let down. These were the goods with which American mills had at once to compete. In order to compete it was necessary to use the same kind of materials they use at Batley and Dewsbury. Cheap as wool was, it was not cheap enough to compete with English and continental rags. Deterioration in quality has been the distinguishing result, both as to imported and domestic woollens, of the tariff of 1894.

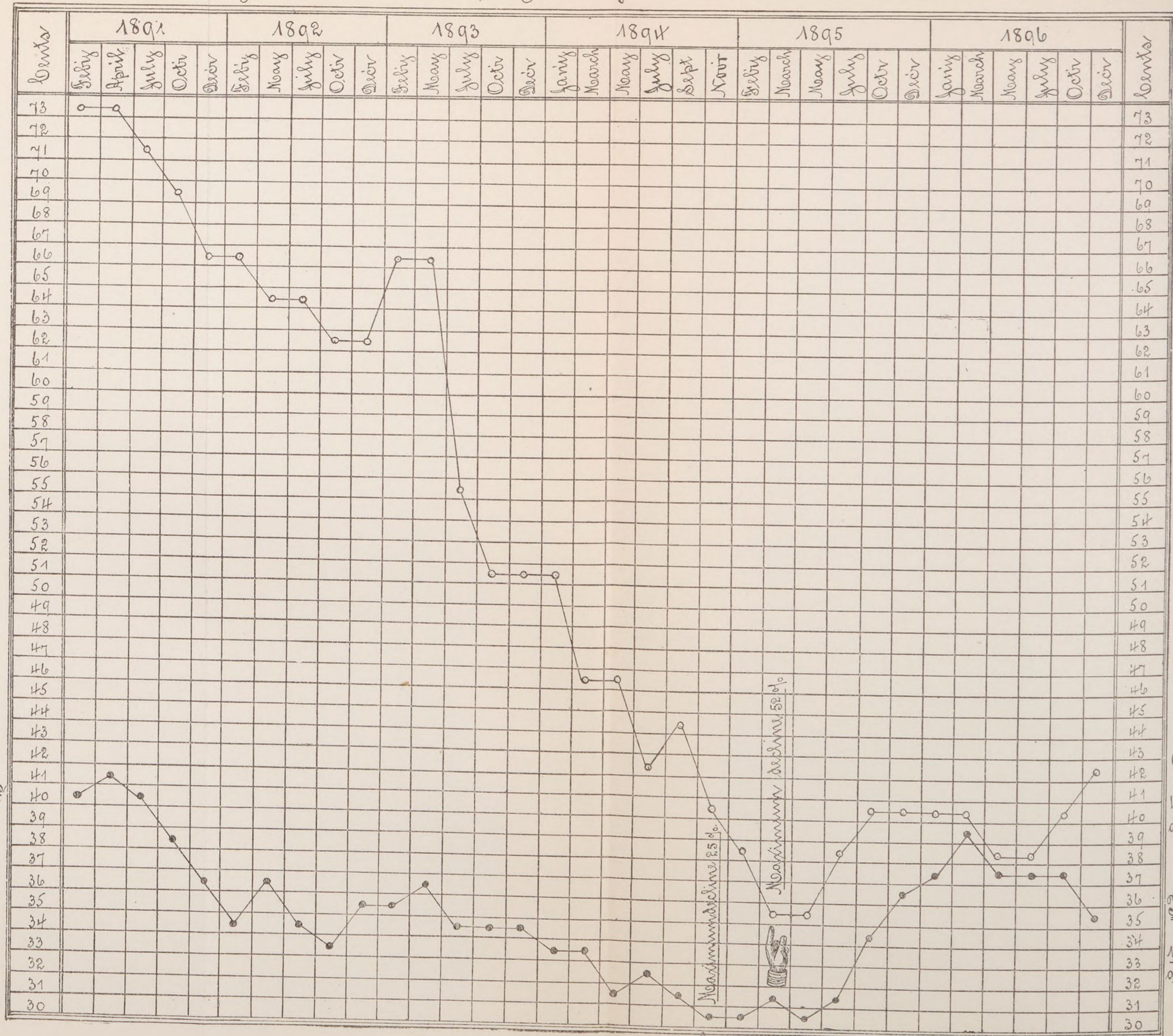
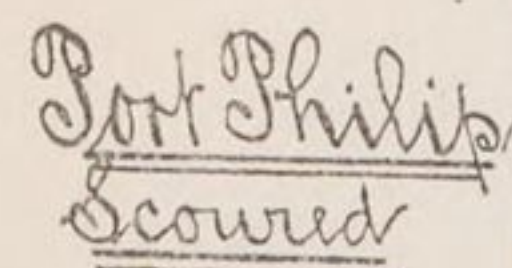
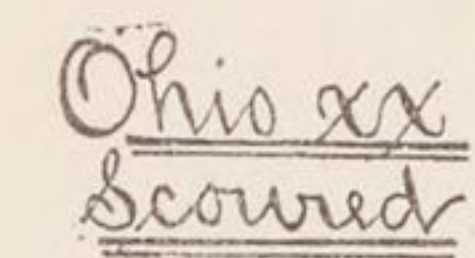
In closing this record we recur to our text to emphasize the difference between foresight and hindsight. If Mr. Springer could have foreseen how completely experience would falsify his oratorical pyrotechnics, the tariff act of 1894 would never have been passed.







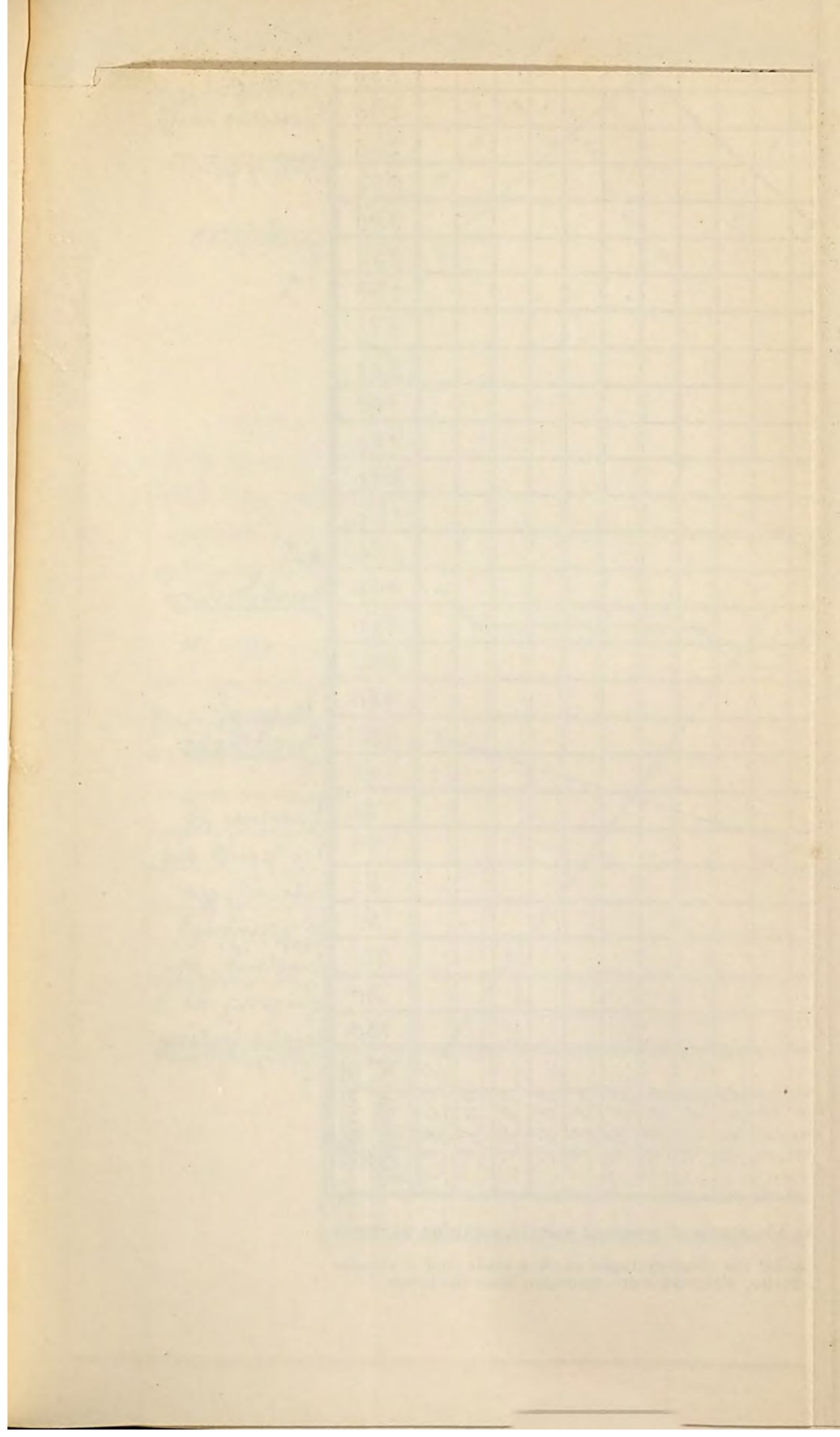
= Table showing the decline in six years of Ohio XX-Scoured and Port Philip Scoured. =



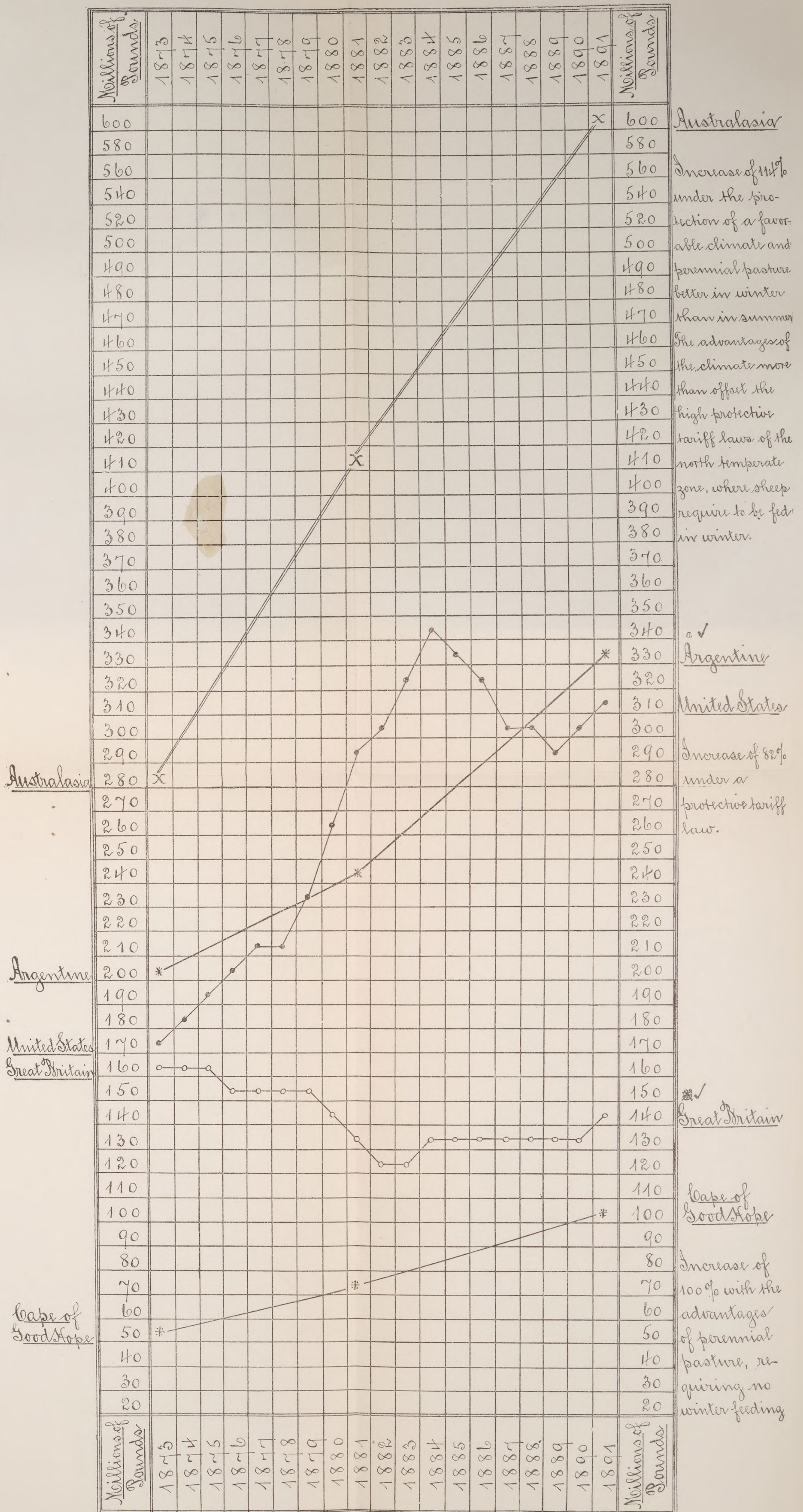
Ohio 2x  
Scoured  
12 1/2% decline  
at end of years

Port Philip  
Scoured  
12½% decline  
at end by 1880









\*✓ ARGENTINE. Increase of 65 per cent with the advantages of perennial pasture, requiring no winter feeding.  
 \*✓ GREAT BRITAIN. Decrease of 12½ per cent under the disadvantages of free trade and a climate somewhat similar to that of the United States, although more favorable than the latter.



## APPENDIX.

|                                                                    | London average.                   |                     |                                                            |
|--------------------------------------------------------------------|-----------------------------------|---------------------|------------------------------------------------------------|
|                                                                    | For 10<br>years, 1884<br>to 1893. | January 1,<br>1897. | Of each class.                                             |
| <b>CLASS 1.—Clothing.</b>                                          |                                   |                     |                                                            |
| (Duty, 11 cents.)                                                  |                                   |                     |                                                            |
|                                                                    | <i>Cents.</i>                     | <i>Cents.</i>       |                                                            |
| Port Phillip, greasy, good.....                                    | 22.40                             | 22.00               | Average 1½ cent lower<br>than to-day, Jan-<br>uary, 1897.  |
| Buenos Ayres, greasy, average.....                                 | 12.36                             | 9.75                |                                                            |
| Peru, washed, average.....                                         | 16.34                             | 15.00               |                                                            |
| Lima, greasy, average.....                                         | 12.84                             | 11.00               |                                                            |
| Abudia, greasy, average.....                                       | 11.80                             | 11.00               |                                                            |
| <b>CLASS 2.—Combing.</b>                                           |                                   |                     |                                                            |
| (Duty, 12 cents.)                                                  |                                   |                     |                                                            |
|                                                                    |                                   |                     |                                                            |
| Lincoln, hog fleeces.....                                          | 21.42                             | 22.00               | Average ¾ cent lower<br>than to-day, Jan-<br>uary, 1897.   |
| Lincoln, wether fleeces.....                                       | 20.02                             | 20.00               |                                                            |
| Kent, super fleeces.....                                           | 21.24                             | 19.50               |                                                            |
| Sussex, down fleeces.....                                          | 25.10                             | 20.50               |                                                            |
| Alpaca, Islay, good average.....                                   | 28.80                             | 30.00               |                                                            |
| Alpaca, Callao, average.....                                       | 19.30                             | 19.00               |                                                            |
| <b>CLASS 3.—Carpet and blanket.</b>                                |                                   |                     |                                                            |
| (Over 13 cents, 50 per cent; under 13 cents, 32 per<br>cent duty.) |                                   |                     |                                                            |
|                                                                    |                                   |                     |                                                            |
| East India, first Joria, white.....                                | 21.34                             | 20.50               | Average 1.76 cents<br>lower than to-day,<br>January, 1897. |
| East India, first Cand, white.....                                 | 18.14                             | 15.50               |                                                            |
| East India, Pac Path, yellow.....                                  | 14.84                             | 13.50               |                                                            |
| East India, ordinary, yellow.....                                  | 12.90                             | 9.00                |                                                            |
| Oporto, washed fleece.....                                         | 17.90                             | 14.50               |                                                            |
| Egyptian, washed first white.....                                  | 19.80                             | 18.50               |                                                            |
| Donskoi, washed carding.....                                       | 14.90                             | 14.50               |                                                            |
| Scotch, undipped.....                                              | 12.32                             | 11.50               |                                                            |
| Syrian, uncleaned white.....                                       | 9.50                              | 8.25                |                                                            |

REVIEW OF THE FOREIGN WOOL MARKET FOR 1892 BY HELMUTH,  
SCHWARTZE & CO.

[Extracts from the annual wool report of Messrs. Helmuth, Schwartz & Co., London, January 9, 1893.]

A REVIEW OF THE YEAR.

In the history of the fluctuations of value the past year establishes a record in two respects; it marks the lowest point to which Australian merino wool has fallen ever since it played a leading part in the supplies of the world, and what is more significant it is also the year of the lowest average level of values ever known for colonial wool. Twenty years ago wool was about double the value of what it is at present, but it is not necessary to go back so far for a comparison, which would indeed be misleading, as the general circumstances at that time were different. The contrast with quite recent years is sufficiently striking. In 1891 the average value of a bale of colonial wool was 13 per cent higher than last year; in 1890 the difference was 23 per cent, and in 1889 very nearly 30 per cent. The weight of these comparisons lies in the fact that they do not deal with temporary and isolated extremes of price fluctuations, but are broad yearly averages. Australian wool has on several occasions been for a short time nearly as low before—Cape and River Plate wool have even been lower—but there have never been such low yearly averages. And this not only applies to colonial, but to River Plate, to English, to low foreign; in fact, to almost every description of wool produced.

In looking for the causes of this depreciation we will pass by the fact that wool does not stand alone on a low level but that its fate is shared by the majority of large articles of consumption, for many of which the year 1892 also marks the lowest ebb in prices. That is a circumstance of which we will only say that it seems to stamp, not indeed the depression in its extreme, but a generally moderate range of value with a certain character of permanency. Of the more immediate causes of last year's



very favorable results, several, such as failures and a deficient harvest at home, cholera on the continent, and the tariff legislation and its present uncertainties in America, suggest themselves; but the truest and also plainest explanation lies probably in the fact that the production of wool is still in the ascendant, and that it forces the pace of the consumption at the cost of prices. In every transaction the bargain is with the buyer, and the seller in the abundance of supplies never has a real chance of permanently asserting himself. There is indeed machinery enough and to spare to deal with all supplies, for in the keenness of competition the tendency of the industry has been to expand in order to make up in a large turnover for smallness of profits. But this is only submitting an abundance of goods for an abundance of wool, and does not touch the ultimate demand which it seems can at present be stimulated only by lower prices. We have had then last year, an industry not supplied beyond its capacity and on the whole well employed, but securing at best, very moderate and in many cases inadequate results, because constantly working against a falling market. The expectation of a turn for the better, which the very low range of values naturally keeps alive, off and on leads to a small rise being mistaken for a serious movement, and the modern practice of buying from hand to mouth emphasises such a rise for a time, the absence of stocks compelling many to join who would otherwise wait. But the ground gained is almost invariably lost again. This has been characteristic of the market last year and indeed for some time; a low range of prices interrupted occasionally by spasmodic efforts at a rise, not resting on genuine demand, chiefly speculative and never outlasting in their integrity a series or even half a series of sales.

It need hardly be said how seriously the growers in the colonies are affected by the great depreciation of their produce and how difficult it must be for them to adjust their cost of production and management to these low values. But it is not easy to see what, in the present condition of trade, could bring about an improvement except one of the two things, either a great increase in the general spending power or a decided and unmistakable check to the growth of production. Of the former alternative there are at present few signs, but the latter is, we believe, in sight. There are indications that the expanding power of the great centers of production is reaching its limit. The home clips in Europe have long been stationary and the same may now be said of the production in the United States. The River Plate clip rather fluctuates than advances, the average production of the past five years being but 5 per cent higher than that of the five preceding years. At the Cape, too, little progress has been made since 1888. But in Australia the production, aided by a succession of good seasons, has risen in a striking manner, the increase in the number of sheep being no less than 50 per cent in the short space of six years; and it is here that a check seems to be impending. The colonies of Victoria and New South Wales are reported to be fully stocked; in many cases overstocked. It is the same in such parts of Queensland as are used for sheep growing, and though pastoral country in that colony is still unoccupied there is very small likelihood of its being taken up in the present state of prices. With the increase in Australia arrested, the production of wool generally becomes practically stationary, and as soon as that fact is realized some rise in the present exceptionally low value of wool can scarcely fail to follow.

#### PROSPECTS.

Despite the disappointing close of the December sales, we believe the prospects for the article to be good, basing our opinion mainly on the absence of a serious increase in this year's supplies. It is, of course, impossible at this early stage to speak positively on so deceptive a subject as the estimate of production has often proved. But if almost unanimous reports may be credited, there is not likely to be either in Australia or the Cape or the River Plate States any increase sufficiently notable to affect the market. The industry is without stocks and the level of prices with which the year starts is so low as to scarcely leave much margin for a further fall. A good deal of bad business has been cleared out in the course of the past twelve months, and the condition of trade, especially in this country, is healthier than it was at the beginning of 1892. It is not probable, according to the best accounts, that "free wool" will be introduced in the United States in the course of this year, though special and immediate legislation is not considered impossible. Were it to take place, the effect on wool would probably be considerable; but leaving this too-doubtful contingency out of sight altogether, the normal character of the general situation seems to us to preclude the likelihood of a further depression, and rather to point to a steady and eventually improving business.

HELMUTH, SCHWARTZE & Co., *London.*



**McKINLEY'S ELECTION CHECKED THE SLAUGHTER OF SHEEP—DECLINE IN WOOL IN TEXAS FROM 20½ CENTS IN 1891 TO LESS THAN 4 CENTS IN 1896.**

SEYMOUR, TEX., *December 1, 1896.*

DEAR SIRs: In reply to your many circulars and letters received of late would say all flock owners appreciate the interest you have manifested in their welfare, and in the election of William McKinley for President by the help of the literature you have put out. We know he is the rock upon which we have to build our hopes. At the distance at which we are apart you can not realize the condition to which we, who are engaged in sheep raising, have been brought in the past four years. In October, 1891, my clip was sold at 20½ cents per pound net, while my 1894 clip netted me about 5½ cents, my 1895 clip netted me 4½ cents, and 1896 less than 4 cents. I have the accounts of sales to substantiate what I say if anyone doubts it. The cost of raising sheep has increased instead of decreased, as we have to pay for all the range we use.<sup>1</sup> It costs me \$300 per year to range 2,000 sheep, \$35 per month for labor, about \$10 per month for board, a wagon and team, a camp outfit, salt, and many incidental expenses not enumerated, which make the cost to us nearly 50 cents a head to run our sheep, and besides we have wolves to kill the sheep.

This year's clip of this section of Texas was all shipped out by the 1st of July and has been sold in St. Louis at 6 cents, netting the growers less than 4 cents. There is no fall shearing done in this part of the State to amount to anything of late years. So far as I could learn all sheep owners had made up their minds to fatten and ship out their entire flocks if McKinley had not been elected, not breeding any at all, but with his election almost all are breeding their flocks, hoping to regain a part of what they lost during the past four years.

I remain, yours respectfully,

W. B. OGDEN.

JUSTICE, BATEMAN & CO.,  
*Philadelphia, Pa.*

**THE WORLD'S SUPPLY OF WOOL AND THE CONSUMPTION IN THE UNITED STATES.**

[Extract from Justice, Batemen & Co.'s circular of April 1, 1893.]

The world's supply of clothing wool (exclusive of carpet wool) is about 2,300,000,000 pounds, about one-seventh of which, say, 329,000,000 pounds, was raised in the United States in 1893.

[Justice, Bateman & Co.'s circular of February 1, 1894.]

The total supply of raw wool for the fiscal year ending June 30, 1893, was about 532,000,000 pounds in addition to the importation of about \$38,000,000 worth of imported cloth at the foreign value. It is estimated that the wool required to produce these goods was over three pounds of unwashed wool per dollar's worth of goods. This would therefore make a total consumption by the American people of nearly 650,000,000 pounds of raw wool, equal to about 27 per cent of the world's supply. As the American people are only 5 per cent of the world's population, and as they use 27 per cent of the world's production of wool, the per capita consumption is 9¾ pounds which is the largest by any nation in the world. It is therefore not surprising that foreigners are jubilant over the prospect of being able to secure a greater share of the United States market which advocates of the Wilson bill declare will be the result of its becoming a law, depriving the American producer of just so much of the American market as this bill proposes to give to the foreigner; for whatever additional employment is thus given to the foreigner, to that extent is the amount of work for our own people lessened.

[Justice, Bateman & Co.'s circular of June 15, 1895.]

In our circular of June 1, we published a table showing an increase in the world's wool supply from 1,126,000,000 pounds in 1880 to 2,700,000,000 pounds in 1895, an increase of 139 per cent. To offset this increase in the supply, it has been suggested that there might have been a similar increase in the wool-consuming population of the world. Mr. Thomas S. Beaumont, of Melbourne, Australia, furnishes an estimate of the increase in population and the increase in the world's production of clean scoured clothing wool (exclusive of carpet wool), noting an increase of 19.4 per cent

<sup>1</sup>In Australia range is taxed 1½ per cent only after its value has reached \$12,500. (See p. 76, Senate Mis. Doc. No. 35, Fifty-third Congress, second session.)



from 1884 in wool and an increase of 9.5 per cent for the same period in the population of wool-consuming countries, showing the increase in the world's supply of clothing wool to have been nearly 10 per cent greater than the increase in the population.

When asked as to the probable continuation of the rate of increase for the wool clip in Australasia, Mr. Beaumont, who is well equipped to give an opinion, states that the successful sinking of artesian wells has enabled the ranchman to secure a better supply of water, which is stored in reservoirs for the use of the stock. The stations having such improvements can sustain one-third more sheep than formerly, and in spite of the fact that many of the original owners, through the low price for wool, have become bankrupt, the banks and trust companies who have now become the owners of flocks and stations will continue the business, even at the present low prices for wool. The prospects are that without some great drought or epidemic, causing the sheep to perish in great numbers, the quantity of wool produced in Australasia is likely to continue to increase, and if wool prices are to be higher, as many believe, it will not be through any prospective check in the increase in the wool product of Australasia.

[Justice, Bateman & Co.—Circular of April 1, 1896.]

In their wool circular of March 3, Messrs. Helmuth, Schwartz & Co., of London, report that the world's supply of raw wool available for consumption last year (1895) amounted to the enormous figure of 2,342,000,000 pounds, or 130,000,000 pounds more than that for the preceding year. This increase, notwithstanding the falling off in the clip of the United States, was much greater than was anticipated. This was partly due to the increase in the clip of Australia, the River Plate production, and from new sources of supply, among which may be mentioned 60,000 bales from China in 1895, as against only 5,000 bales in 1885, and from Punta Arenas (a comparatively new wool-growing country in the extreme southern part of South America) where the exports in 1895 amounted to 10,500 bales, as against only 237 bales in 1885.

The yield of the River Plate wools is considerably increased by the extensive crossing of Lincoln rams upon merino flocks, increasing the supply of both mutton sheep, and of coarse or cross-bred wool (similar to American low medium or quarter-blood combing) which comes to the United States mostly in a skirted condition.

Of the total increase in the world's supply of wool for 1895, no less than 93,000,000 pounds were imported to America, and only 37,000,000 pounds were added to the quantity available for European manufacturers.

Messrs. Helmuth, Schwartz & Co. comment upon the fact so well known here that the United States in 1895, in addition to the unprecedented imports of raw wool, also imported manufactures of wool to the extent of over \$60,000,000, as against less than \$17,000,000 for the preceding year.

This increase in the American imports of woollen goods is roughly calculated as equal to 130,000,000 pounds of raw wool, which is exactly the amount of the increase in the world's supply of the year 1895. If American wool had been used to manufacture the increased amount of imported woollens, more than one-half of the entire American clip would have been consumed in their production.

The extraordinary imports of wool and woollens by the United States (see accompanying Tables) relieved Europe of the heavy accumulations of wool that for four years had been depressing the world's prices. After America took this surplus, foreign prices advanced, but the transfer of this surplus to the United States increased the supply here so greatly that prices for domestic wool declined.

As the development of the industry in Australia and the River Plate was extraordinary last year, it may be interesting to inquire into the supply for 1896. It is estimated that the increase in the River Plate will be 30,000 bales (equal to 60,000 bales of Australian wool), but the severe drought in Australia has diminished the flocks and it is estimated that there will be a shortage there this year of 160,000 bales, which is partly offset by the increase in the River Plate, leaving a net shortage from these two sources of about 100,000 bales.

The increase in the imports of wool, including that used in the manufacture of woollens imported in 1895, over the average of the previous four years was over 257,000,000 pounds (a quantity within 37,000,000 pounds of the American wool production of 1895), an increase of about 114 per cent. The effect of this extraordinary increase in imports upon American prices is now just beginning to be seriously felt.

[Justice, Bateman & Co.'s circular of May 1, 1896.]

In considering the favorable influence of the depletion of stocks in Europe upon American prices it is necessary to consider the whole world's supply. The past year has shown that a surplus (that for years was more than Europe could consume) was



transferred in less than twelve months to the United States, relieving the European market and depressing the American market.

Messrs. Helmuth, Schwartze & Co., of London, in their March circular publish a table showing an increase in the world's supply of wool between 1891 and 1895 to have been over 221,000,000 pounds. That increase was about the quantity produced in excess of the requirements of European machinery. The shortage in the American clip in consequence of the destruction of the flocks in 1895 would have attracted to this country a portion of this surplus in any event, but the speculation of last summer (by which for a few weeks the domestic clip was practically "cornered") was responsible for the most of it. The domestic clip, added to the importations of all kinds, gave the United States in 1895 a total supply of 778,000,000 pounds, as against only 554,000,000 for the average of the previous four years (which was ample), showing a net excess of 223,000,000 pounds, notwithstanding the large decrease in the American clip. The imported addition to the average American supply in one year is almost exactly the same as the increase in the world's supply since 1891, confirming the assertion that Europe's surplus was in 1895 transferred to the United States.

That portion of the excess over our normal supply which is represented by imported textiles having paid the duties, must remain here until consumed; but, in view of the depletion of European markets, an important amount of the raw material now here will probably be required abroad. Reshipments have already commenced, and even American wool to the extent of experimental shipments is finding its way to European ports. The United States at present appears to be the cheapest market in the world in which to buy wool, and if the shortage in Australia is as serious as European wool circulars state, large drafts will probably be made upon the United States for at least a portion of our imported surplus.

The value of wool in the Eastern markets at the present moment is determined more by export value than by its value to American manufacturers, many of whom are no longer buyers because of an overstock of imported raw material, or else are without orders for goods in consequence of their usual markets having been monopolized by foreign manufacturers. The unusual conditions now prevailing are the results of the practical working of the first year of the new tariff law, and the business confusion at the opening of this the second year appears to be greater than was that of the first. The resources of the nation, however, are enormous, and, although during the past year the United States imported more wool and woolens than were brought out before in two years added together, the conditions are not wholly unfavorable, as indications point to the marketing of the coming clip at prices that will make it tempting and safe for investment, even if it should become necessary to carry it for a time in order to realize a profit.

[Justice, Bateman & Co.—Circular, June 1, 1896.]

#### EUROPEAN SUPPLY.

A good deal of prominence has been given in foreign markets to the shortage in the wool clip of Australia as decreasing the world's supply, but the official records of imports and exports, published by Messrs. Helmuth Schwartze & Co., of London, in their wool report of May 15th, show that the increase in wool production in other parts of the world has been sufficient to swell the total imports and exports of Europe and North America beyond that of any previous year. The figures are as follows:

|            | Bales.    |
|------------|-----------|
| 1891 ..... | 2,385,000 |
| 1892 ..... | 2,541,000 |
| 1893 ..... | 2,488,000 |
| 1894 ..... | 2,595,000 |
| 1895 ..... | 2,783,000 |

#### FARMERS AND THEIR FREE-TRADE CLOTHING.

The average production of clean scoured wool by each farmer in Ohio, Michigan, and New York State during President Harrison's Administration and under McKinley law protection, was 600 pounds, the value of which was 60 cents per pound. Under Cleveland's Administration and Gorman tariff free trade the value of the same has been 30 cents per pound. The net gain to each farmer by reason of cheaper free-wool clothing (allowing 3 pounds of pure scoured wool to eight annual new suits of clothing to each family), would be \$7.20. Giving credit for



# 1548 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

cheaper clothing, the net average loss on the wool and sheep by reason of free wool has been \$422.80, as the following table will show:

|                                                                                              |           |
|----------------------------------------------------------------------------------------------|-----------|
| March, 1893, and previous, 600 pounds of scoured wool, at McKinley price, 60 cents .....     | \$360. 00 |
| October, 1895, and previous, 600 pounds of scoured wool, at Wilson-law price, 30 cents ..... | 180. 00   |
| Loss on wool .....                                                                           | 180. 00   |
| March, 1893, and previous, 200 sheep, at \$4 .....                                           | 800. 00   |
| October, 1895, and previous, 200 sheep, at \$2.75 .....                                      | 550. 00   |
| Loss on sheep .....                                                                          | 250. 00   |
| Total loss on wool and sheep .....                                                           | 430. 00   |
| Clothing, eight suits, at 3 pounds on each suit, 24 pounds, McKinley price, 60 cents .....   | 14. 40    |
| Clothing, eight suits, at 3 pounds on each suit, 24 pounds, Wilson-law price, 30 cents ..... | 7. 20     |
| Saving on eight suits of clothing by free wool .....                                         | 7. 20     |
| Net loss to each grower by free trade in wool .....                                          | 422. 80   |

EFFECTS OF FREE WOOL—IMPORTATION OF WOOLEN TEXTILES INCREASED 242 PER CENT—A LOSS OF \$100,000,000 IN THE PURCHASING POWER OF THE AMERICAN NATION CAUSED BY THE WILSON-GORMAN LAW.

The statesmen who outlined the policy of the present Administration in passing the Wilson bill claimed that free wool would give American manufacturers the markets of the world, and instead of being limited in the sale of their production to the American market as heretofore, they could invade foreign markets. We are now nearly half way through the second year of actual experience with free wool. Have the predictions made by the eminent statesmen who shaped the policy of the present Administration been realized?

In the following table (Schedule B) is an enumeration of the quantities of woollen textiles imported during the years 1891 to 1895. The first four years were under the McKinley law and the last year was the first full year of the Wilson-Gorman law. The average annual importations of woollen textiles during the McKinley period were valued at the custom-houses at \$29,500,000. In the first full year of the present law they were valued at \$57,500,000, an increase of 95 per cent over the average of the whole McKinley period, and an increase of 242 per cent over the importations of the year 1894, the last year of the McKinley law.

Instead of having invaded the markets of the world by reason of the repeal of the McKinley law, we have narrowed our home market nearly one-half, thus closing many mills and throwing workmen and working women out of employment.

If the woollen goods imported in 1895 in excess of the imports of the previous year had been made in America, of American wool, it would have taken more than half of the American wool clip to produce them. It would have distributed \$20,000,000 to American woolgrowers, and it would also have distributed \$20,000,000 in wages among one class of labor, namely, American woollen factory operatives.

Can any one form an estimate of what the loss of \$20,000,000 in wages of a single class of American working people means? It is fair to assume that each dollar paid out in wages for labor circulates five times over within the year. That is to say, the \$20,000,000 which was lost by factory operatives by the loss of the woollen good imported, over and above the amount imported in the previous year, is equivalent to a loss in the purchasing power of the American nation of \$100,000,000.

An examination of the following table (Schedule B), illustrated by parallel black lines, will convey some idea of the extent to which the home market has been lost to American woollen manufacturers by the repeal of the McKinley law:

SCHEDULE B.—Imports of manufactures of wool in textiles.

|        |              |       |                                                                  |
|--------|--------------|-------|------------------------------------------------------------------|
| 1891.. | \$33,951,916 | _____ | } McKinley law. Average, \$29,585,373.                           |
| 1892.. | 37,415,111   | _____ |                                                                  |
| 1893.. | 30,165,094   | _____ |                                                                  |
| 1894.. | 16,809,372   | _____ |                                                                  |
| 1895.. | 57,559,823   | _____ | { Wilson-Gorman law. Increase, 300 per cent, measured by pounds. |

Increase in textile imports 1895 over 1894, 242 per cent.



Consider now the imports of raw wool in the year 1895 in comparison with those of the McKinley period, which averaged over 100,000,000 pounds annually.

The increase in the first full calendar year of free wool was equal to 97 per cent, or, in other words, the quantity of raw wool imported in 1895 was nearly double the average of that imported in a single year. We have had the wool of the world dumped upon us at a time when our consumption of wool has been narrowed nearly one-half by the inundation of foreign textiles.

The American farmers are to-day holding wool which they can not sell at much more than half of the old McKinley price, because the American markets have been flooded with the former surplus supply of wool of the world, as shown in schedule A:

SCHEDULE A.—Imports of raw wool.

|        | Pounds.     |                                   |                                              |
|--------|-------------|-----------------------------------|----------------------------------------------|
| 1891.. | 139,317,571 | _____                             | } McKinley law. Average, 121,436,529 pounds. |
| 1892.. | 167,784,090 | _____                             |                                              |
| 1893.. | 111,751,348 | _____                             |                                              |
| 1894.. | 44,595,407  | _____ 8 months McKinley law.      | } Wilson-Gorman law.                         |
| 1894.. | 71,141,413  | _____ 4 months Wilson-Gorman law. |                                              |
| 1895.. | 248,989,217 | _____                             |                                              |

Increase in wool imports 1895 over average of 3½ years of McKinley law, 122,708,995 pounds = 97 per cent.

#### HOW FREE WOOL NARROWS THE HOME MARKET.

[Justice, Bateman & Co.'s circular of September 1, 1896.]

#### FREE TRADE NARROWS THE MARKET AND CREATES AN OVERSUPPLY.

The machinery thrown out of employment has so far decreased the demand for wool that there is now twice as much in sight as at present seems likely to be used before the end of the year. The consumption of raw wool by American machinery during the four years of the McKinley period, 1891 to 1894, averaged about 460,000,000 pounds annually. On the 1st of January, 1896, the quantity carried over was 100,000,000 pounds. That imported from January 1, to July 1, 1896, was 110,000,000 pounds and the American clip of this year is estimated at about 250,000,000 pounds, making a total of 460,000,000 pounds, which would be an ample supply for the American machinery for a whole year, even if it were as well employed as during the McKinley period when more American wool was manufactured than at any other time.

The quantity of woollen textiles imported then averaged annually only 20 per cent of the quantity then consumed by the American people. The remaining 80 per cent was all of home manufacture. Since the Wilson law has been in operation the imports of manufactures of wool have doubled and would now be 40 per cent of our total consumption if the latter was as great as in the McKinley period, but as it is much less, the proportion of imported textiles is fully 50 per cent of our present consumption, narrowing the output of American mills to this extent. Thus the Wilson tariff law, which was to widen the market for American manufacturers by giving them free wool, has not only not done this, but has narrowed it fully one-half.

What has Hon. William J. Bryan to say to this outcome in view of his speech in the second session of the Fifty-third Congress on the Wilson bill, when he said:

"Speaking for myself, it is immaterial, in my opinion, whether the sheep grower receives any benefit from the tariff or not. I am for free wool, in order that our woollen manufacturers, unburdened by a tax upon foreign wool, and unburdened by a like tax upon home-grown wool, may manufacture for a wider market."

#### HOW MUCH OF THE PRESENT SUPPLY CAN BE USED.

Were the American nation consuming as many goods as under the McKinley period the increase in imported woollens would have left room only for an output of woollen textiles requiring in their manufacture 344,000,000 pounds of raw wool for the year 1896, instead of 460,000,000 pounds as before. But owing to the decreased purchasing power of the nation, in consequence of the destruction of our industries caused by the Wilson law, or owing to the threat made by the silver Senators (who were responsible for the defeat of the Dingley bill) that there shall be no tariff or financial legislation in the coming session of Congress, nor the next one, unless the free coinage of silver goes with it, or all of these reasons together, the demand for goods has been so far checked that the amount of wool likely to be consumed by the American



machinery during the year 1896 bids fair to be very little over half of our normal consumption under the McKinley period. This may be only 230,000,000 pounds. This is only half of the supply in sight on the 1st of July. The amount of wool which has been imported since the 1st of July is not counted at all, and it is not likely to be equaled by that being reshipped to Europe. Relief to the wool market may come through speculation growing out of a restoration of confidence, resulting from McKinley's election and the prospect of the restoration of wool duties within a year thereafter, or it may come through the export of the surplus to Europe. A movement in this direction has already begun.

There has been returned to Europe recently by one of the largest Massachusetts mills about 2,000 bales of Australian wool, and as much more has been shipped by other parties, including 500 bales of French scoured wool. The first to go back to Europe of course will be the imported qualities that are well known and popular there. It is not improbable, however, that important shipments of American wool will also be made, notwithstanding the disfavor with which experimental shipments have been received.

The Yorkshire Factory Times, under date of July 24, contains the following:

“AMERICAN WOOL ON THE ENGLISH MARKET.

“The Yankee, ever on the lookout for anything that benefits himself, has a weakness for screeching out when in fair fight he is beaten. It appears that Mr. Claude Meeker, the American consul, has reported to his Government that the stuff which the Yankee calls American wool is not meeting with that due appreciation which Brother Jonathan fondly imagined it would. Of course, it is not the material which is at fault; it is the stupid English wool sorter who does not know how to handle it. The fact that the stuff can scarcely be called hair, and yet may not be designated wool, and is thus not at all suitable for the purposes of the Bradford trade, is a secondary consideration. What the Yankee is annoyed at is that, notwithstanding the manufacturer in America does not see his way to pay the price asked for by growers, the English buyer is no less cute. There has been, we are told, several hundred thousand pounds of American wool upon the English market, which was sent back to the land of the Stars and Stripes because the prices asked could not be realized.”

THE HOME MARKET NARROWED.

Serious alarm in financial circles over the possibility of experiments with a new and untried system of currency, upsetting the basis of values upon which business rests, has had much to do with the temporary contraction of the market for woolen goods. But, aside from that, the market has been enormously narrowed by the doubling of imports of foreign woolen textiles. The imports for the second fiscal year under the Wilson law, ending June 30, 1896, were over 46 per cent larger than those of the last calendar year, and the latter were 242 per cent larger than the imports for the last year of the McKinley law. The increase alone in the imports of foreign wools since the repeal of the McKinley law represents a quantity of woolen goods which if made in America of American wool would have absorbed more wool than is now annually raised in the United States. This is the way the tariff has worked which the Hon. William J. Bryan supported “in order that our manufacturers might manufacture for a wider market.” Under it they have not only had no wider market, but have been deprived of our home market, thereby destroying the only customer that the American woolgrower ever had.

[Justice, Bateman & Co.'s circular, August 1, 1896.]

TABLE C.—*Total imports of wool for twelve months ending June 30, 1895 and 1896.*

| Year.      | Quantity.      | Value.         |
|------------|----------------|----------------|
|            | <i>Pounds.</i> |                |
| 1895 ..... | 191, 326, 243  | \$23, 996, 224 |
| 1896 ..... | 230, 811, 473  | 32, 451, 242   |

Increase, 39,485,230 pounds, or 20 $\frac{3}{4}$  per cent over 1895.

*Total imports of manufactures of wool for twelve months ending June 30, 1895 and 1896.*

|            |                |
|------------|----------------|
| 1895 ..... | \$36, 542, 396 |
| 1896 ..... | 53, 494, 193   |

Increase, \$16,951,797, or 46 $\frac{1}{2}$  per cent over 1895.

EFFECT OF ONE YEAR OF FREE WOOL ON AMERICAN AND FOREIGN MARKETS.

[Justice, Bateman & Co.'s circular, March 1, 1895.]

In order to show how far free wool has lowered the fleece value, we give below a table comparing the price of eight leading grades of American wool on March 1, 1893,



before the McKinley law was assailed, with prices to-day, or six months after wool was put on the free list.

|                                                 | Prices in<br>Mar. 1893,<br>before the<br>McKinley<br>law was<br>assailed. | Prices<br>Mar. 1, 1895,<br>six months<br>after wool<br>was put on<br>a free-trade<br>basis. | Percent-<br>age of<br>decline in<br>two<br>years. |
|-------------------------------------------------|---------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------|
|                                                 | <i>Cents.</i>                                                             | <i>Cents.</i>                                                                               |                                                   |
| Ohio XX washed.....                             | 30½                                                                       | 16½                                                                                         | 45.9                                              |
| Ohio fine unwashed.....                         | 23                                                                        | 12½                                                                                         | 45.6                                              |
| Ohio medium washed clothing.....                | 34½                                                                       | 20                                                                                          | 42                                                |
| Indiana medium unwashed clothing.....           | 26                                                                        | 15                                                                                          | 42.3                                              |
| New York and Michigan fine washed clothing..... | 26½                                                                       | 14½                                                                                         | 45.3                                              |
| New York and Michigan fine unwashed.....        | 21                                                                        | 11                                                                                          | 47.6                                              |
| New York and Michigan medium washed.....        | 33½                                                                       | 18½                                                                                         | 44.8                                              |
| Fine Territorial (70 per cent shrinkage).....   | 17                                                                        | 9½                                                                                          | 44.1                                              |

[Justice, Bateman & Co.'s circular, August 15, 1895.]

#### THE LONDON AUCTIONS.

The details of the London sales which closed on the 30th of July are now at hand. The feature that seemed most conspicuous was the brisk competition of American buyers, which was apparent from the beginning to the end of the sales. America appears to be the greatest outlet for wool in all conditions of manufacture, but principally for the long wools, such as are combed, the quantity of short wools taken being inconsiderable. As the closing prices of each series are considered in Europe and throughout the world as the standard of value during the interval between the auctions, it is well to analyze the result of the last sales in order to learn just where American values really are. To do this the sale just closed should be compared with the previous one as well as with the sales of July, 1894. This has been so admirably done in a printed table issued by Messrs. Buxton, Ronald & Co., of London, that we reprint it below. This table gives a list of sixteen different qualities of Colonial wool, all of which are higher than in May, but only six of which are higher than in July of 1894, three qualities bringing the same as one year ago, and seven qualities being lower than in July, 1894, the lowest being short clothing wool. A Liverpool wool circular estimates the quantity of French scoured wool imported to the United States this summer at over two and one-half million pounds, clearing out considerable accumulation of old stock.

*Prices at the London sales for July, 1895, May, 1895, and July, 1894, compared.*

| Description.                                              | 1894.                    |              | 1895.                   |              |                          |              | Lower than July, 1894. | Higher than May, 1895. |
|-----------------------------------------------------------|--------------------------|--------------|-------------------------|--------------|--------------------------|--------------|------------------------|------------------------|
|                                                           | July average, per pound. |              | May closing, per pound. |              | July average, per pound. |              |                        |                        |
| <i>Merino grease.</i>                                     |                          |              |                         |              |                          |              |                        |                        |
| Victorian western, good quality and condition.....        | <i>s. d.</i>             | <i>s. d.</i> | <i>s. d.</i>            | <i>s. d.</i> | <i>s. d.</i>             | <i>s. d.</i> | <i>Per cent.</i>       | <i>Per cent.</i>       |
|                                                           | 0 10                     | to 0 11½     | 0 9                     | to 0 10      | 0 10½                    | to 0 11      | .....                  | 13.15                  |
| New South Wales Riverina, fair staple and condition.....  | 0 8                      | to 0 9       | 0 7¾                    | to 0 8½      | 0 8½                     | to 0 9½      | * 5.88                 | 10.77                  |
| New England, fine bluish, fair condition.....             | 0 8                      | to 0 8½      | 0 7½                    | to 0 8       | 0 8½                     | to 0 9       | * 6.06                 | 12.90                  |
| Queensland central, good staple, earthy tip.....          | 0 7                      | to 0 7½      | 0 6½                    | to 0 7       | 0 7½                     | to 0 8       | * 6.89                 | 14.81                  |
| South Australian midlands, fair length and condition..... | 0 6½                     | to 0 6¾      | 0 6¼                    | to 0 7       | 0 6¾                     | to 0 7½      | * 7.55                 | 7.54                   |
| New Zealand, Society Island, fair character.....          | 0 7                      | to 0 7½      | 0 6¼                    | to 0 6¾      | 0 7                      | to 0 7½      | .....                  | 11.54                  |
| Natal, fair staple, skirty.....                           | 0 6                      | to 0 6¼      | 0 5                     | to 0 5½      | 0 5¾                     | to 0 6       | 4.08                   | 11.90                  |
| <i>Scoured.</i>                                           |                          |              |                         |              |                          |              |                        |                        |
| Victorian, fair body and color.....                       | 1 3                      | to 1 4       | 1 1½                    | to 1 2½      | 1 3                      | to 1 3½      | 1.61                   | 8.92                   |
| New South Wales, fair pink, rather fatty.....             | 1 1                      | to 1 2       | 0 11½                   | to 1 0½      | 1 0½                     | to 1 1½      | 3.70                   | 8.33                   |
| New Zealand, fair body and color.....                     | 1 2                      | to 1 3       | 1 0½                    | to 1 1½      | 1 1½                     | to 1 2½      | 3.45                   | 7.69                   |
| Cape, Kaffrarian, short, light.....                       | 1 0½                     | to 1 1½      | 0 11                    | to 0 11½     | 0 11½                    | to 1 0       | 9.61                   | 4.44                   |
| <i>Cross-bred grease.</i>                                 |                          |              |                         |              |                          |              |                        |                        |
| Victorian:                                                |                          |              |                         |              |                          |              |                        |                        |
| Half-bred, superior, 50s, 56s.....                        | 0 11                     | to 1 0       | 0 9½                    | to 0 10½     | 0 10½                    | to 0 11½     | 4.34                   | 10.00                  |
| Cross-bred, fair, 40s, 46s.....                           | 0 9½                     | to 0 10½     | 0 8½                    | to 0 9½      | 0 9½                     | to 0 10½     | .....                  | 11.11                  |
| New Zealand:                                              |                          |              |                         |              |                          |              |                        |                        |
| Half-bred, superior, 50s, 56s.....                        | 0 10                     | to 0 10½     | 0 8½                    | to 0 9½      | 0 9½                     | to 0 10½     | 2.43                   | 11.11                  |
| Cross-bred, fair, 40s, 46s.....                           | 0 9                      | to 0 9½      | 0 8                     | to 0 9       | 0 9                      | to 0 10      | * 2.70                 | 11.76                  |
| Cross-bred, coarse, 36s, 40s.....                         | 0 8½                     | to 0 9       | 0 7¾                    | to 0 8½      | 0 9                      | to 0 10      | * 3.57                 | 16.99                  |

\* Higher.



# 1552 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

[Justice, Bateman & Co.'s circular, August 31, 1895.]

## ONE YEAR OF FREE WOOL.

The advance in wool from the lowest point in May has been very considerable. But after one year's experience with free wool prices are still lower than at this time last year when the new tariff law went into effect, as will be seen by the following Table A, giving a number of the principal grades of American wool none of which are higher, while the majority are from 1 to 2 cents per pound lower than at this time last year.

TABLE A.—Comparison of prices September 1, 1894 (when the free wool bill was passed), with September 1, 1895—one year after.

|                                                    | Prices<br>Sept. 1,<br>1894. | Prices<br>Sept. 1,<br>1895. | Lower. |
|----------------------------------------------------|-----------------------------|-----------------------------|--------|
|                                                    | Cents.                      | Cents.                      | Cents. |
| Ohio XX washed.....                                | 20½                         | 18½                         | 2      |
| Ohio medium.....                                   | 22                          | 21                          | 1      |
| Ohio coarse.....                                   | 23                          | 22                          | 1      |
| Ohio fine unwashed.....                            | 14                          | 14                          | .....  |
| Indiana and Missouri fine unwashed.....            | 12½                         | 12                          | ½      |
| Indiana and Missouri medium unwashed.....          | 16                          | 15                          | 1      |
| Indiana and Missouri coarse unwashed.....          | 17½                         | 17½                         | .....  |
| Oregon and Colorado fine (shrunk 70 per cent)..... | 10                          | 10                          | .....  |

## ONE YEAR OF FREE WOOL COMPARED WITH ONE YEAR OF MCKINLEY PROTECTION.

The predictions of a distinguished Senator who stated in a public speech that wool under one year of free trade would reach the highest prices under the McKinley law, have not been realized, and in order to show how domestic wool prices compare after one year of actual practice with each of the last two tariff laws, we publish in Table B the prices for the principal grades of American wool on October 1, 1891, when the McKinley law had been in force one year and the prices at this date, when the Wilson law with free wool has been in force one year; in the outside column is the number of cents per pound that wool is lower after one year of actual trial with free trade than after one year of actual trial of McKinley protection. Below the quotations for American wool will be found the London quotations of similar grades of foreign. It will thus be seen that the leading grades of American wools under free trade were from 7½ to 15 cents per pound lower on fleeces and from 15 to 27½ cents per pound lower on scoured under one year of free trade than under one year of the McKinley law, while foreign wools were either unchanged or only from 1 to 2 cents per pound lower.

Comparison of prices for leading grades of American wool September 1, 1895 (about one year after the passage of the Wilson free wool bill), with prices for the same grades in October, 1891—about one year after the passage of the McKinley law.

[American wool, Philadelphia and Boston prices.]

|                                                      | Prices<br>Oct. 1, 1891,<br>one year of<br>McKinley<br>law. | Prices<br>Sept. 1, 1895,<br>one year of<br>free wool,<br>Wilson-<br>Gorman<br>law. | Per<br>pound<br>lower. |
|------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------------------------------|------------------------|
|                                                      | Cents.                                                     | Cents.                                                                             | Cents.                 |
| XX Ohio washed.....                                  | 30½                                                        | 18½                                                                                | 12                     |
| Ohio medium washed.....                              | 36                                                         | 21                                                                                 | 15                     |
| Ohio coarse washed (¼ blood).....                    | 33                                                         | 22                                                                                 | 11                     |
| Ohio fine unwashed.....                              | 21½                                                        | 14                                                                                 | 7½                     |
| Indiana and Missouri fine unwashed.....              | 20                                                         | 12                                                                                 | 8                      |
| Indiana and Missouri medium unwashed (½ blood).....  | 27                                                         | 15                                                                                 | 12                     |
| Indiana and Missouri coarse (½ blood, unwashed)..... | 25                                                         | 17½                                                                                | 7½                     |
| Oregon and Colorado fine, shrink 70 per cent.....    | 18½                                                        | 10                                                                                 | 8½                     |
| XX Ohio scoured.....                                 | 65                                                         | 39½                                                                                | 25½                    |
| Ohio medium scoured.....                             | 60                                                         | 35                                                                                 | 25                     |
| Ohio ¼ blood scoured.....                            | 44                                                         | 29                                                                                 | 15                     |
| Oregon and Colorado fine scoured.....                | 61                                                         | 33½                                                                                | 27½                    |



*Comparison of London prices for similar grades of foreign wools for the same period, viz, October 1, 1891, to September 1, 1895, from London wool circulars of Messrs. Windeler & Co. and Buxton, Ronald & Co.*

[Foreign wool, London prices.]

|                                                             | Prices Oct.,<br>1891,<br>in London. | Prices Sept.<br>1, 1895,<br>in London. | Lower.        |
|-------------------------------------------------------------|-------------------------------------|----------------------------------------|---------------|
|                                                             | <i>Pence.</i>                       | <i>Pence.</i>                          | <i>Pence.</i> |
| Port Phillip greasy (similar to XX Ohio).....               | 11½                                 | 11                                     | ½             |
| New Zealand crossbred greasy (similar to Ohio medium) ..... | 11½                                 | 11                                     | ½             |
| English Shropshire Hoggets (similar to Ohio ¼ blood).....   | 11                                  | 11                                     | 0             |
| Cape grease .....                                           | 6½                                  | 5¾                                     | ½             |
| Port Phillip scoured.....                                   | 23                                  | 22                                     | 1             |
| New Zealand crossbred scoured .....                         | 19                                  | 18½                                    | ½             |
| English Shropshire Hoggets.....                             | 14½                                 | 14½                                    | 0             |
| Fine Cape scoured.....                                      | 15½                                 | 14½                                    | 1             |

# PRICES OF AMERICAN WOOL ON MARCH 1, 1893, AUGUST 27, 1894, AND OCTOBER 1, 1894.

Table showing in parallel columns the prices of the principal grades of American wool on March 1, 1893 (which was immediately before the protective influences of the McKinley law upon American values were nullified), and October 1, 1894, thirty-five days after the free-wool bill became a law; also showing an average decline of 37 per cent during the interval; also showing the difference between protected-wool prices and free-wool prices in the United States at the above dates. Also showing in parallel columns the prices of the same grades on the 27th of August, 1894 (the date when the free-wool bill became a law), and October 1, thirty-five days thereafter, with an average decline of 7 per cent during that interval.

[Prepared by Justice, Bateman & Co., wool commission merchants, October 1, 1894.]

|                                                          | Prices Mar. 1, 1893. (Mc-<br>Kinley law at this date<br>was in full force.) | Prices Oct. 1, 1894—35 days<br>after the McKinley law<br>had been repealed | Percentage of decline in 19<br>months from protected<br>to free wool prices. | Prices Aug. 27, 1894, when<br>the free-wool bill became<br>a law. | Prices Oct. 1, 1894—35 days<br>after the free-wool bill<br>became a law. | Percentage of decline in 35<br>days after the free-wool<br>bill became a law. |
|----------------------------------------------------------|-----------------------------------------------------------------------------|----------------------------------------------------------------------------|------------------------------------------------------------------------------|-------------------------------------------------------------------|--------------------------------------------------------------------------|-------------------------------------------------------------------------------|
|                                                          | <i>Cents.</i>                                                               | <i>Cents.</i>                                                              | <i>Per cent</i>                                                              | <i>Cents.</i>                                                     | <i>Cents.</i>                                                            | <i>Per cent</i>                                                               |
| Ohio fine delaine .....                                  | 32½                                                                         | 20                                                                         | 38.46                                                                        | 22½                                                               | 20                                                                       | 11.11                                                                         |
| Ohio XX washed.....                                      | 30½                                                                         | 18½                                                                        | 39.34                                                                        | 22                                                                | 18½                                                                      | 15.91                                                                         |
| Ohio fine unwashed.....                                  | 23                                                                          | 13                                                                         | 43.48                                                                        | 14                                                                | 13                                                                       | 7.14                                                                          |
| Ohio medium washed combing.....                          | 36                                                                          | 23                                                                         | 36.11                                                                        | 24                                                                | 23                                                                       | 4.17                                                                          |
| Ohio medium washed clothing.....                         | 34½                                                                         | 22                                                                         | 36.23                                                                        | 23                                                                | 22                                                                       | 4.35                                                                          |
| Ohio quarter-blood washed combing .....                  | 35                                                                          | 23½                                                                        | 32.86                                                                        | 24                                                                | 23½                                                                      | 2.08                                                                          |
| Ohio quarter-blood washed clothing.....                  | 34                                                                          | 22                                                                         | 35.29                                                                        | 23                                                                | 22                                                                       | 4.35                                                                          |
| Indiana quarter-blood unwashed combing.....              | 27                                                                          | 19                                                                         | 29.63                                                                        | 20                                                                | 19                                                                       | 5                                                                             |
| Indiana quarter-blood unwashed clothing.....             | 26                                                                          | 17½                                                                        | 32.69                                                                        | 18½                                                               | 17½                                                                      | 6.66                                                                          |
| Indiana medium unwashed combing.....                     | 27                                                                          | 17½                                                                        | 35.19                                                                        | 19                                                                | 17½                                                                      | 7.89                                                                          |
| Indiana medium unwashed clothing.....                    | 26                                                                          | 16                                                                         | 38.46                                                                        | 17                                                                | 16                                                                       | 5.88                                                                          |
| New York and Michigan fine washed delaine.....           | 30                                                                          | 18                                                                         | 40                                                                           | 21½                                                               | 18                                                                       | 16.28                                                                         |
| New York and Michigan fine washed clothing.....          | 26½                                                                         | 16                                                                         | 39.62                                                                        | 18                                                                | 16                                                                       | 11.11                                                                         |
| New York and Michigan fine unwashed.....                 | 21                                                                          | 12                                                                         | 42.86                                                                        | 13½                                                               | 12                                                                       | 11.11                                                                         |
| New York and Michigan medium washed combing.....         | 35                                                                          | 22½                                                                        | 35.71                                                                        | 23½                                                               | 22½                                                                      | 4.26                                                                          |
| New York and Michigan medium washed clothing.....        | 33½                                                                         | 20                                                                         | 40.30                                                                        | 21                                                                | 20                                                                       | 4.76                                                                          |
| New York and Michigan quarter-blood washed combing.....  | 35                                                                          | 23½                                                                        | 32.86                                                                        | 24                                                                | 23½                                                                      | 2.08                                                                          |
| New York and Michigan quarter-blood washed clothing..... | 33½                                                                         | 22                                                                         | 34.32                                                                        | 23                                                                | 22                                                                       | 4.35                                                                          |
| Fine Territorial (70 per cent shrink) .....              | 17                                                                          | 10                                                                         | 41.12                                                                        | 11                                                                | 10                                                                       | 9.09                                                                          |

Per cent.

Average decline in the nineteen months from March 1, 1893 (before the McKinley law was assailed), to October 1, 1894 .....

Average decline since the passage of the free-wool bill (thirty-five days) .....

NOTE.—American wools are to-day practically on a parity with wools of the same kind and quality in the London market, which have remained practically unchanged for over twelve months.



DECLINE IN AMERICAN PRICES AFTER PRESIDENT CLEVELAND'S  
INAUGURATION IN 1893.

[Justice, Bateman &amp; Co.'s circular, May 1, 1893.]

## FOREIGN PRICES.

The weakness in the wool market here and its firmness in Europe is attracting attention, as it implies a prospective loss of the home market for American woolen goods and a gain of the latter by foreigners. It is expected that wool sooner or later will be placed on the free list, and that foreign and domestic wool must then bring the same price. With that in view, some dealers who have heretofore operated mostly in domestic are now turning their attention to foreign wool as the safer article to deal in, as in leveling the prices it is believed that foreign wool will advance somewhat. The latter can be left in the custom-house with the duties unpaid until it is wanted; this gives the owner the option of reshipping it to London if it should be advisable to do so.

## DIAGRAM.

The diagram (p. 215) giving the course of prices from March 1 to date for six grades of Ohio, Pennsylvania, and similar wools, reveals the fact that the decline since Mr. Cleveland's inauguration has been about 18 per cent on XX washed wools, about 27 per cent on medium washed, about 28½ per cent on coarse washed, about 33 per cent on fine unwashed, about 24½ per cent on medium unwashed, and about 28½ per cent on coarse unwashed or quarter blood. Notwithstanding this phenomenal drop in prices, they are not yet in all cases near the free-wool level.

[Justice, Bateman &amp; Co.'s circular, November 1, 1893.]

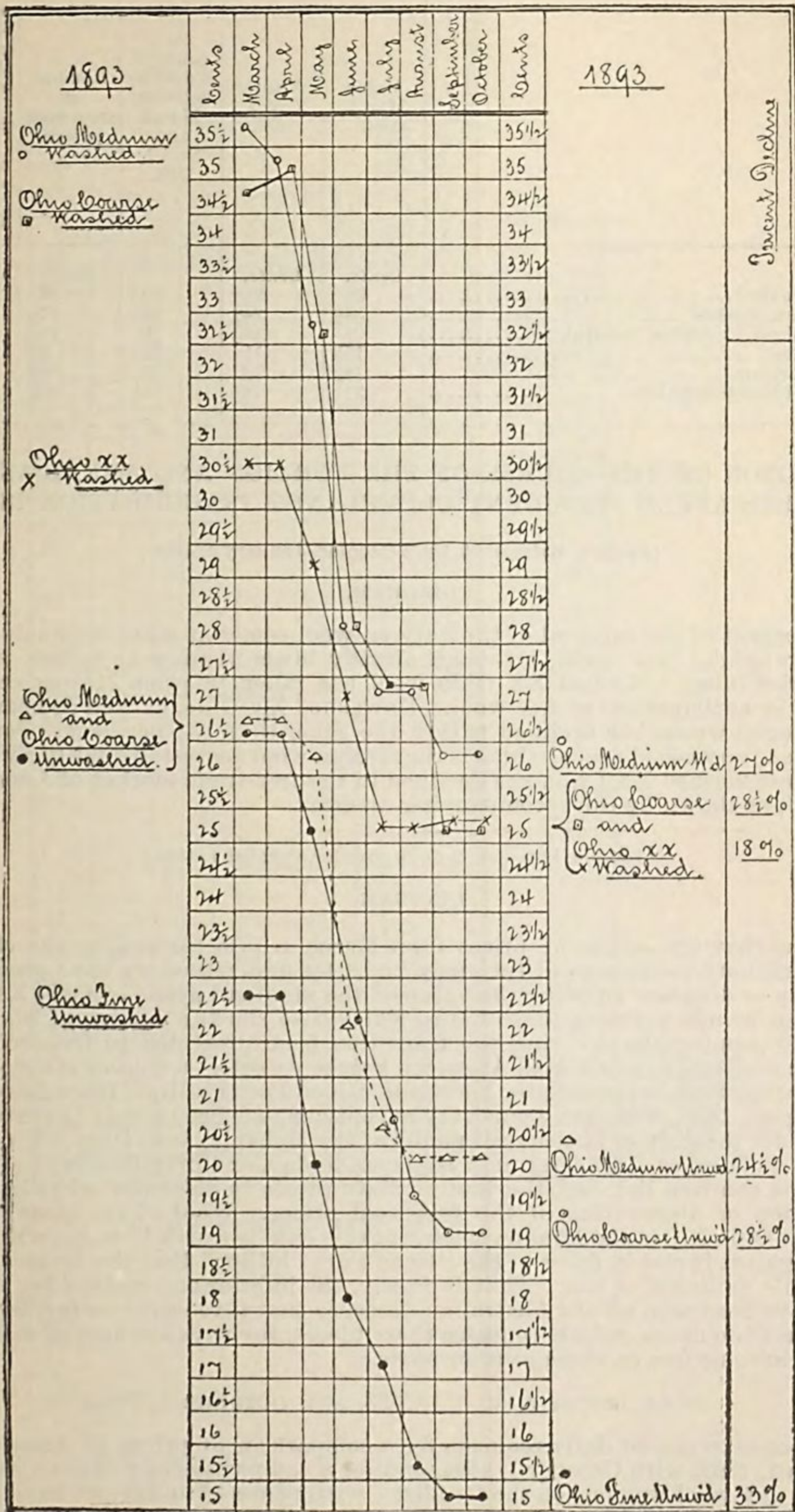
## THE AVERAGE PRICE OF WOOL UNDER DIFFERENT TARIFF PERIODS.

The highest duties ever collected upon imported wool were under the tariff law of 1867, when prices for American wool averaged higher than at any subsequent period. From 1868 until 1883, under the tariff law of 1867, Ohio washed medium averaged over 50 cents per pound. In 1883, when duties were reduced over 30 per cent, Ohio medium averaged about 36 cents per pound as against 50 cents per pound under the higher tariff law of 1867. The McKinley tariff was passed in 1890, and although the duties were increased on wool only 1 cent per pound, the average price of Ohio medium from 1890 to March 1, 1893, still averaged 36 cents per pound, although wool of the same kind and quality in the free-trade markets of the world declined nearly 30 per cent. The American tariff from 1868 to March 1, 1893, caused American wools to average during all of that period double their scoured value in London and other free-trade markets of the world, and this difference of double the price of "free wool" was maintained until the present Administration commenced its attack on the American wool industry.

## TABLE.

In the first column of figures in the following table will be found the value of some of the leading grades of American wool on the 1st of March, 1893, when President Harrison was still in office. In the second column is the market value of the same qualities on the 1st of November, 1893, eight months after the present free-wool administration was inaugurated. In the third column is the percentage of decline which has taken place since Mr. Cleveland took office, showing the progress that has been made toward free-wool prices. In the fourth column is the free-wool or London value of these same grades of American wool, which value has remained practically unchanged from March 1 to November 1. In the fifth column is shown the cents per pound which wool prices must yet fall in order to reach the present free-wool or London value. This table shows that while the market has traveled a long way toward free-wool prices, there must still be a decline of from 2½ to 8 cents per pound to reach free-wool value, unless there should be an advance in the outside markets of the world.







## 1556 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

*Table showing the percentage of decline in the principal grades of American wool during the eight months following March 1, 1893, with the free-wool value during the same period.*

|                                           | Value<br>Mar. 1,<br>1893. | Value<br>Nov. 1,<br>1893. | Per-<br>centage<br>of decline<br>between<br>Mar. 1<br>and<br>Nov. 1,<br>1893. | London<br>or<br>free-wool<br>prices. | Decline<br>per pound<br>still neces-<br>sary before<br>American<br>wool prices<br>fall to<br>the London<br>or free-<br>wool basis<br>of Mar. 1<br>and<br>Nov. 1, 1893. |
|-------------------------------------------|---------------------------|---------------------------|-------------------------------------------------------------------------------|--------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                           | Cents.                    | Cents.                    |                                                                               | Cents.                               | Cents.                                                                                                                                                                 |
| Ohio XX, washed.....                      | 30                        | 24                        | 20                                                                            | 16                                   | 8                                                                                                                                                                      |
| Ohio medium, washed.....                  | 34½                       | 24½                       | 29                                                                            | 17½                                  | 7                                                                                                                                                                      |
| Indiana ¾ blood, unwashed Shropshire..... | 26                        | 18½                       | 29                                                                            | 16¼                                  | 2¼                                                                                                                                                                     |
| Montana fine.....                         | 16½                       | 11                        | 33½                                                                           | 8½                                   | 2½                                                                                                                                                                     |
| Montana medium.....                       | 18½                       | 13                        | 30                                                                            | 9½                                   | 3¼                                                                                                                                                                     |
| Montana ¾-blood Shropshire.....           | 21                        | 14                        | 33½                                                                           | 10¼                                  | 3¼                                                                                                                                                                     |

### COMPARISON OF THE COURSE OF THE FOREIGN AND AMERICAN WOOL MARKETS AFTER PRESIDENT CLEVELAND'S INAUGURATION IN 1893.

[Justice, Bateman & Co.'s circular, January 1, 1894.]

#### DIAGRAM.

The prospect of the removal of the duty on wool comes at an unfortunate time, as wool, throughout the world, although already lower than ever before, has been steadily declining. Washed XX Ohio wool has fallen in price 21½ per cent since March 1, in anticipation of free wool. Unwashed XX Ohio, as well as nearly all of the territorial wools, has declined within the same time 33½ per cent. Port Philip (Australian) unwashed fleece, which is the foreign wool nearest in quality and shrinkage to fleece washed XX Ohio, has declined in the free-trade market of London only 9 per cent, as shown by the accompanying diagram:

[Justice, Bateman & Co.'s circular, October 1, 1894.]

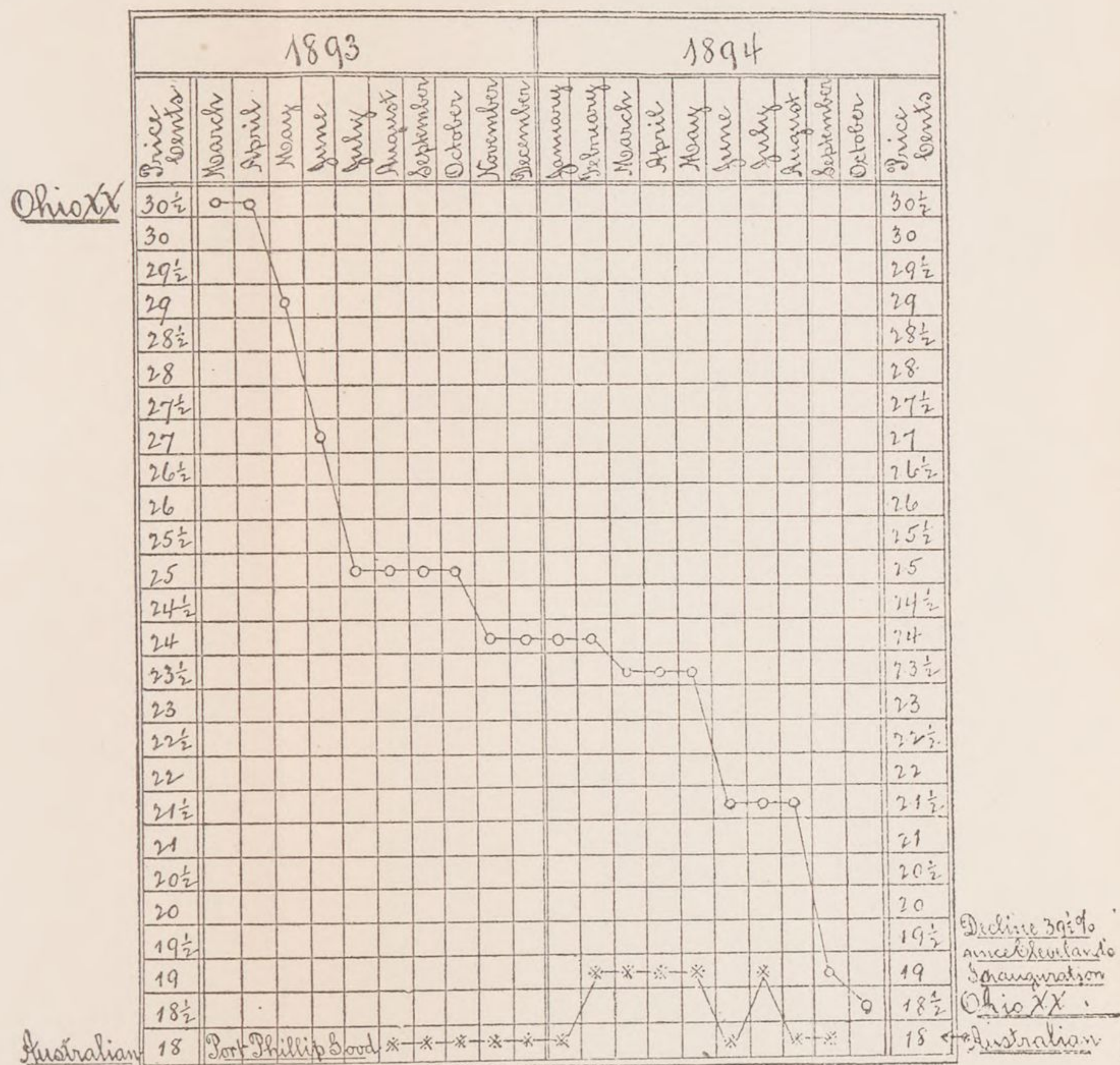
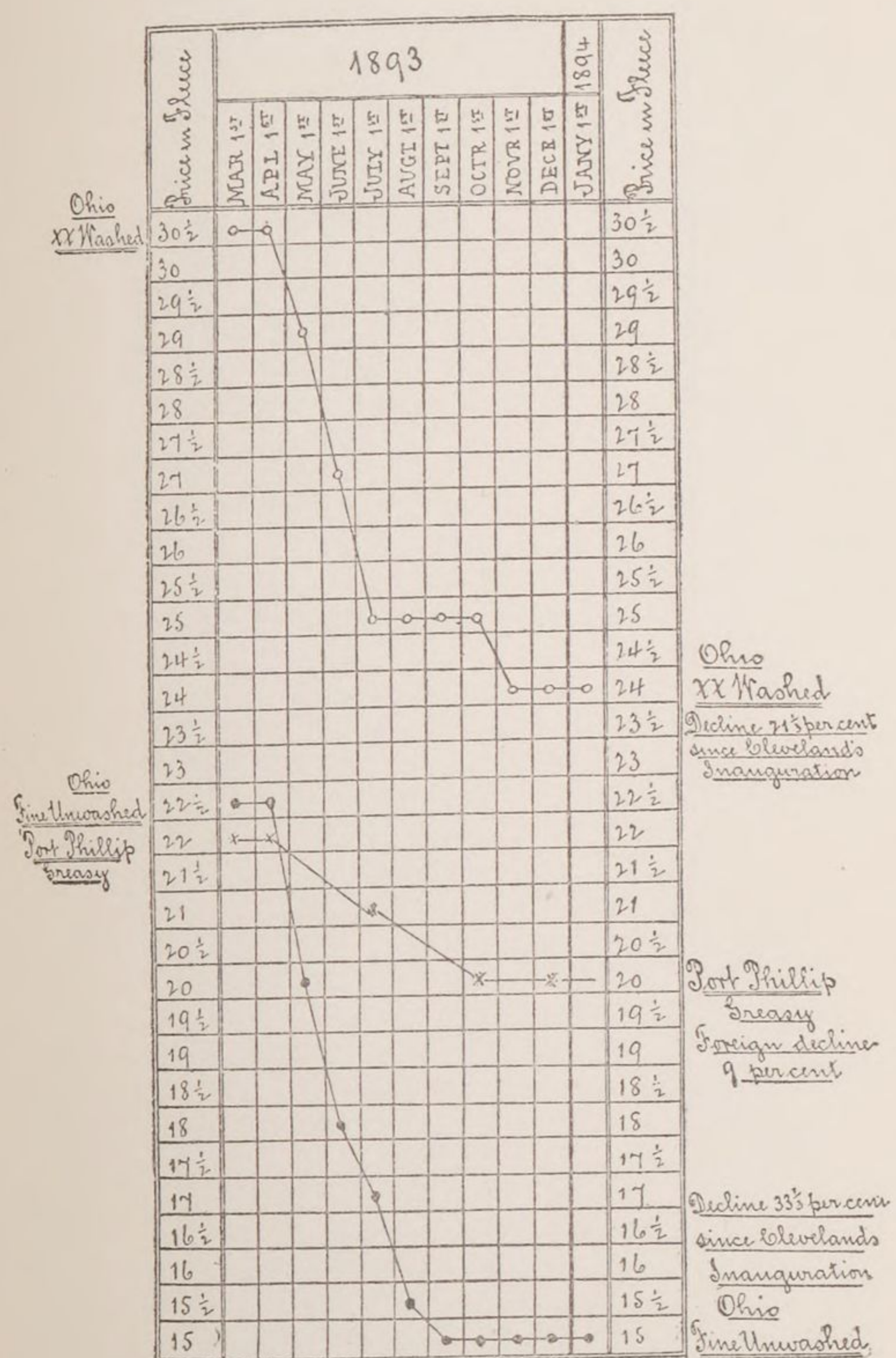
#### DIAGRAM.

In order that the course of prices from March 1, 1893 (preceding the change of Administration), to the present time may be better understood we have prepared the above map or diagram showing the value of the standard grade of Ohio XX on the 1st of each month between these dates, which also shows a decline of 39½ per cent in the nineteen months covering the transition from protected to free-wool prices. For comparison of London with American values we select a similar standard grade of Australian wool, commercially known as "Good Port Phillip," the value of which since August, 1893, with but temporary exceptions, has been about 18 cents in London. Under the duty of 11 cents per pound of the McKinley law, Ohio XX was worth 30½ cents on March 1, 1893, and only 18½ cents to-day, or thirty-five days after wool was put on the free list, and the intermediate prices in the interval indicated the anticipation or discounting of the free-wool prices. Wool of the same kind and quality as Ohio XX in the London market at this date is worth 18 cents, with the difference against it and in favor of the "Good Port Phillip;" that the latter is skirted wool, while Ohio XX is not. That is to say, the inferior and stained leg and belly pieces have been torn off the Australian fleece, so that it requires no further sorting, while the Ohio fleece, which contains these pieces, involves the cost of assorting in addition to some loss on these inferior parts.

#### WOOL PRICES MARCH 1, 1893, AND OCTOBER 1, 1894.

In response to almost daily requests for a comparison of prices of American wool on March 1, 1893, with October 1, 1894, and for a comparison of prices on August 27, 1894 (the day wool was put on the free list), with prices of to-day, we have prepared the table on the opposite page. Prices current on March 1, 1893, were those under the McKinley law before its protective influences were impaired by threatened repeal, which was the case almost immediately afterwards. The date of August 27 was selected for comparison with the present time in order to show how far free wool has











depressed the price of American wool during the thirty-five days that foreign wool has been free of duty. Our quotations of to-day are even higher than some of the other Eastern wool market reports would indicate, so that the average decline of more than 7 per cent in American wool since the duties were removed is less than half of the extreme decline on the merino qualities, which comprise three-fourths of the whole American wool product. It will be noticed that while the average decline in nineteen months has been over 37 per cent, the maximum decline on merino qualities has exceeded 40 per cent.

#### DECLINE IN FOREIGN WOOL MARKETS DURING McKINLEY PERIOD.

[Justice, Bateman & Co.'s circular, August 1, 1892.]

##### THE DECLINE IN EUROPE AND AMERICA DURING THE PAST YEAR COMPARED.

According to the following table published by Messrs. Buxton, Ronald & Co., showing the percentage of decline on each grade of merino wool in London from June, 1891, to June, 1892, the average decline has been 16 per cent, and the maximum decline over 21 per cent, while the average decline in this market for the same quality of domestic wool for the same period was only 8 per cent, and the maximum decline less than 12 per cent. The decline in manufactures of wool in England for the same period was 26 per cent, while the decline in the United States was only 6 $\frac{2}{3}$  per cent.

[Justice, Bateman & Co., circular, August 10, 1892.]

##### *Decline in price of wool in London.*

[Buxton, Ronald & Co.'s colonial wool report, 24 Basinghall street, E. C., London July 14, 1892.]

|                                             | Lower<br>than<br>June,<br>1891. | Lower<br>than<br>April,<br>1892. |
|---------------------------------------------|---------------------------------|----------------------------------|
| <i>Grease.</i>                              | <i>Per cent.</i>                | <i>Per cent.</i>                 |
| Victorian, fair western .....               | 3.70                            | 6.12                             |
| New South Wales, shafty Riverina .....      | 11.90                           | 2.63                             |
| Fine blue skirty .....                      | 20.51                           | 8.82                             |
| Queensland, fair growth and condition ..... | 19.23                           | 10                               |
| South Australia, shafty red, earthy .....   | 21.21                           | 10.34                            |
| New Zealand, fair staple, fatty .....       | 18.91                           | 9.09                             |
| Natal, irregular, fair .....                | 16.13                           | 5.45                             |
| <i>Scoured.</i>                             |                                 |                                  |
| Victorian, fair bulk and color .....        | 17.95                           | 8.57                             |
| New South Wales, stringy, fatty .....       | 16.92                           | 6.89                             |
| New Zealand, fair bulk and color .....      | 15.06                           | 3.12                             |
| Cape Eastern, rather short, fatty .....     | 14.75                           | 5.45                             |
| Average decline since June, 1891 .....      | 16                              |                                  |
| Average decline since April, 1892 .....     |                                 | 6.94                             |

[Justice, Bateman & Co.'s circular, November 1, 1892.]

##### FOREIGN MARKETS.

Private advices from London report the European wool trade quiet, with buyers reserved, and with a downward tendency as to prices for the bulk of fine or merino wool offered, showing weakness which characterized the market for all qualities except those that are suitable for the United States. The American demand partially sustained values on the small stock of the light, open Australian fleeces. We give below a table published by Messrs. Buxton, Ronald & Co., of London, in which they give in separate columns the percentage of decline in price since September, 1891, and also since July, 1892. The heaviest decline was in the qualities that are about the same as the bulk of the American merino clip (exclusive of Ohio and Michigan fine delaine). We have classified the wools in two divisions. The first division represents the great bulk of the wools sold in London, which are similar to the bulk of the American clothing wools after the fine delaine has been taken out. The second division embraces wools that correspond with the best Ohio and Michigan selected fine delaine. The wools in the latter division were in very limited supply at the last London auction, and the American demand in addition to the European demand to a large extent sustained the values of the better qualities, while that which lacked the American support and was the bulk of the stock declined heavily. The specific



# 1558 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

duties of the McKinley tariff law make it unprofitable to import anything but wools in high condition corresponding most nearly with the fine delaine fleeces of Ohio and Michigan. With free wool the American clip would be brought in competition with the great bulk of those foreign wools which have declined so heavily.

## FIRST DIVISION.

| Description.                                               | September<br>price<br>per pound. | Lower<br>than<br>September,<br>1891. | Lower<br>than<br>June-July,<br>1892. |
|------------------------------------------------------------|----------------------------------|--------------------------------------|--------------------------------------|
| <i>Grease.</i>                                             |                                  |                                      |                                      |
|                                                            | s. d. s. d.                      | Per cent.                            | Per cent.                            |
| New South Wales, Riverina, fair staple and condition.....  | 0 8 to 0 9                       | 15.00                                | 2.85                                 |
| Queensland, central, good staple, earthy tip .....         | 0 7½ to 0 7½                     | 15.71                                | 6.34                                 |
| South Australian, midlands, fair length and condition..... | 0 7½ to 0 7½                     | 14.28                                | 9.09                                 |
| New Zealand, South Island, fair character.....             | 0 7½ to 0 7½                     | 14.28                                | 6.25                                 |
| <i>Scoured.</i>                                            |                                  |                                      |                                      |
| Victorian, fair body and color.....                        | 1 3 to 1 4                       | 16.21                                | 3.12                                 |
| New South Wales, fair, pink, rather fatty.....             | 1 1 to 1 1½                      | 18.46                                | 3.63                                 |
| New Zealand, fair body and color.....                      | 1 2½ to 1 3                      | 15.71                                | 4.83                                 |
| <i>Cross-bred grease.</i>                                  |                                  |                                      |                                      |
| New Zealand, half-bred, superior 50's, 56's .....          | 0 10½ to 0 11½                   | 12.00                                | .....                                |

## SECOND DIVISION.

|                                                            |               |       |       |
|------------------------------------------------------------|---------------|-------|-------|
| <i>Grease.</i>                                             |               |       |       |
| New South Wales, New England, fine bluish, fair condition. | 0 8½ to 0 9   | 10.25 | 5.40  |
| Natal, fair staple, skirty.....                            | 0 6½ to 0 6½  | 10.52 | 4.52  |
| <i>Scoured.</i>                                            |               |       |       |
| Cape, Kaffrarian, short, light.....                        | 1 0½ to 1 1½  | 8.80  | 5.45  |
| <i>Cross-bred grease.</i>                                  |               |       |       |
| Victorian:                                                 |               |       |       |
| Half-bred, superior 50's, 56's.....                        | 1 0½ to 1 1½  | 7.14  | 1.88  |
| Cross-bred, fair, 40's, 46's.....                          | 0 9½ to 0 10½ | 9.09  | 2.43  |
| New Zealand:                                               |               |       |       |
| Cross-bred, fair, 40's, 46's.....                          | 0 9 to 0 9½   | 9.75  | ..... |
| Cross-bred, coarse, 36's, 40's.....                        | 0 7½ to 0 8½  | 5.88  | 1.53  |

## A DECLINE OF OVER 55 PER CENT IN FOREIGN WOOL PRICES IN THIRTY-FOUR YEARS.

[Justice, Bateman & Co.'s circular, February 1, 1894.]

### FALL IN FOREIGN PRICES.

Free traders have been fond of drawing comparisons between the lower price of American wool under the McKinley law and prices current previous to 1860. It is true that previous to 1860 the clean scoured value of Ohio XX was 80 cents and its clean scoured value under the McKinley law before it was menaced with repeal in the early part of 1893 was 70 cents, a decline of 12½ per cent. This fact has been given great prominence, but the advocates of this view have been ominously silent as to the 46 per cent decline in London in wool of the same kind and quality during the same period. For some years previous to 1860 the London value of Australian clean scoured wool similar to XX Ohio was 65 cents, but in 1893 its value was only 35 cents, a decline in the free-trade markets of the world of over 46 per cent, as against a decline under protection in the United States for wool of the same quality and condition of only 12½ per cent. Further evidence of this fact, but exhibiting a still greater decline in foreign markets, is shown in the publication of a table by Messrs. Geo. Wm. Bond & Co., of Boston, giving all kinds of colonial wools imported into England and America in 1860 and in 1894, showing a falling off in value in that period of over 55 per cent.



*Importation of colonial wools into Europe and America at various tariff periods between 1860 and 1894, with approximate value per bale.*

| Year.     | Bales.    | Average value per bale in English money. |
|-----------|-----------|------------------------------------------|
| 1860..... | 266,000   | £25 $\frac{3}{4}$                        |
| 1868..... | 939,000   | 18 $\frac{1}{2}$                         |
| 1869..... | 657,000   | 13 $\frac{1}{4}$                         |
| 1883..... | 1,253,000 | 16 $\frac{1}{4}$                         |
| 1890..... | 1,699,000 | 14 $\frac{3}{4}$                         |
| 1893..... | 2,074,000 | * 12 $\frac{1}{2}$                       |
| 1894..... | 2,152,000 | 11 $\frac{1}{2}$                         |

\* This shows why wool was lower in price after the McKinley law was passed than it had ever been before. The decline in the markets of the world caused a corresponding decline in America. A decline of 55 $\frac{1}{2}$  per cent in thirty-four years.

### LONDON SALES. 22,000 BALES.

[Extract from Philadelphia Press of December 15, 1896.]

#### FLOOD OF WOOL THREATENED.

At the London colonial wool auctions, which closed on Thursday, 22,000 bales were purchased for America, most of which was Australian wool. The yield of scoured wool in this purchase is more than that of the entire wool clip of any American State, with the exception of eight of the largest.

The wool purchased for America at this single auction sale will produce more scoured wool than the whole annual wool clip of Utah or Michigan. It is over 68 per cent of the wool clip of New Mexico, over 67 per cent of the clip of Texas, more than 62 per cent of the clip of Oregon, over 57 per cent of the clip of Ohio, and more than 53 per cent of the clip of Montana.

A wool dealer says that unless the Dingley bill should be passed as a check to this flood of imported wool, which now comes in free of duty, there will be three and possibly four more sales of wool at London before a new tariff law can be passed, even if an extra session is called for that purpose, and the purchases at the last sales may be expected to be repeated at the subsequent sales.

### WOOL A MUNITION OF WAR.

#### WHY SHOULD WOOL BE FREE?

No satisfactory reason can be given why wool should be exposed to the destructive influences of foreign competition. It is a necessity of our comfortable existence, and no army without wool could successfully conduct its operations in time of war. Wool is as much a munition of war as any other material. If coal is not to be considered a raw material, there is much more reason why wool can not be so considered, as it takes a whole year for a sheep to produce its fleece, yet coal in one hour can be got ready for market. The element of labor in marketing a ton of wool exceeds many-fold that which is expended in marketing a ton of coal, yet there is a duty upon coal and none on wool. If unfavorable legislation should close the coal mines of this country for a thousand years, the coal would still remain there ready for use whenever the nation was once more permitted to resume its industrial activities. But when the flocks of sheep disappear, as they are now doing, they cannot be suddenly restored. If this industry is to begin anew, it will take many years to reach its present proportions, and if the effect of the blow dealt by free wool to the woolgrowing industry is permitted to continue, it will cause its practical destruction. The ultimate result of this would be not only dependence upon foreign countries for our wool supply, but the loss to the nation of the value of the domestic clip, for instead of distributing its cost among woolgrowers at home, to be spent at home, it must be paid in gold to foreigners, with the ultimate result of higher prices for clothing. This would be a decided loss to the whole nation without any corresponding gain.



# 1560 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

## DECREASE IN THE PROPORTION OF AMERICAN WOOL CONSUMED UNDER FREE WOOL.

*Comparison of the total supply of wool for the year 1895, with the average supply of the previous four years, including the American production, the foreign wool imported in the raw state, and the foreign wool imported in manufactures of wool reduced to the quantity of raw wool used in their production, an increase of over 40 per cent.*

|                                                                                         | Raw wool in the condition in which it is sold by the farmers. |               |
|-----------------------------------------------------------------------------------------|---------------------------------------------------------------|---------------|
| <i>Under free wool—38 per cent domestic, 62 per cent foreign.</i>                       |                                                               |               |
| 1895, American clip, including pulled.....                                              | <i>Pounds.</i><br>294, 296, 726                               |               |
| 1895, imports of raw wool.....                                                          | 248, 989, 217                                                 |               |
| 1895, imports of manufactures of wool in textiles, \$57,559,823, equal to.....          | 172, 679, 469                                                 |               |
| 1895, imports of wool in shoddy, wastes, etc., 20,718,110 pounds scoured, equal to..... | 62, 154, 324                                                  |               |
| Total supply, all kinds.....                                                            | 778, 119, 736                                                 |               |
| <i>Under protection—59 per cent domestic, 41 per cent foreign.</i>                      |                                                               |               |
| American production of wool:*                                                           |                                                               |               |
| 1891, 307,101,507 pounds                                                                | Average.....                                                  |               |
| 1892, 323,018,405 pounds                                                                |                                                               |               |
| 1893, 348,538,138 pounds                                                                |                                                               |               |
| 1894, 325,210,712 pounds                                                                |                                                               |               |
| Imports of raw wool:                                                                    |                                                               |               |
| 1891, 139,317,571 pounds                                                                | Average.....                                                  |               |
| 1892, 167,784,090 pounds                                                                |                                                               |               |
| 1893, 111 751,348 pounds                                                                |                                                               |               |
| 1894, 115,736,820 pounds                                                                |                                                               |               |
| Imports of manufactures of wool in textiles:                                            |                                                               |               |
| 1891, \$33,951,916                                                                      | Average, \$29,585,373, equal to.....                          |               |
| 1892, \$37,415,111                                                                      |                                                               |               |
| 1893, \$30,165,094                                                                      |                                                               |               |
| 1894, \$16,809,372                                                                      |                                                               |               |
| Imports of manufactures of wool in shoddy, waste, rags, etc.:                           |                                                               |               |
| 1891, 215,714 pounds                                                                    | Average, 1,234,456 pounds, equal to.....                      |               |
| 1892, 351,586 pounds                                                                    |                                                               |               |
| 1893, 229,583 pounds                                                                    |                                                               |               |
| 1894, 4,170,941 pounds                                                                  |                                                               |               |
|                                                                                         |                                                               | 554, 574, 135 |
| Increase of over 40 per cent in 1895 over average of the years 1891, 1892, 1893, 1894.. |                                                               | 223, 545, 601 |

\*Estimates of the National Association of Woolen Manufacturers.

In 1895 the consumption of domestic wool was 21 per cent less than the average of four previous years.  
In 1895 the American clip was 10½ per cent smaller than average of previous four years.

### LOSS IN ONE YEAR'S PURCHASING POWER OF \$426,250,000 TO CONSUMERS BY REMOVAL OF MCKINLEY'S WOOL DUTIES.

DR.

|                                         |               |
|-----------------------------------------|---------------|
| Domestic production of scoured wool:    |               |
| 145,000,000 pounds, at 55 cents .....   | \$79 750, 000 |
| 115,000,000 pounds, at 30 cents † ..... | 34, 500, 000  |
| Decline in price, 25 cents.....         | 45, 250, 000  |
| Loss to mill hands † .....              | 40, 000, 000  |
|                                         | 85, 250, 000  |

Each \$1 earned in wages circulates five times during the year.

Loss to consumers in one year's purchasing power by change in Schedule K, \$426,250,000, or a per capita loss for 70,000,000 people of..... \$6. 09

CR.

|                                                                                                                                                                 |       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| Domestic consumption of raw wool, including that contained in imported woolens:                                                                                 |       |
| 650,000,000 pounds yielding 260,000,000 pounds scoured wool; 260,000,000 pounds, at 25 cents, \$65,000,000, or a per capita gain for 70,000,000 people of ..... | . 93  |
| Net loss in purchasing power to each consumer .....                                                                                                             | 5. 16 |

\* The average price in the McKinley-law period.

† The average price in the Wilson-law period.

‡ See Appendix A, "Prophecy and Experience."



*Wool clip of the United States and the amount of scoured wool produced.*

| Year.     | Wool in the grease. | Shrinkage of fleece wool. | Yield of scoured wool, including pulled. | Number of sheep (millions). |
|-----------|---------------------|---------------------------|------------------------------------------|-----------------------------|
|           | <i>Pounds.</i>      | <i>Per cent.</i>          | <i>Pounds.</i>                           |                             |
| 1880..... | 264,000,000         | 53                        | 124,080,000                              | 40 $\frac{3}{4}$            |
| 1881..... | 290,000,000         | 53                        | 136,300,000                              | 43 $\frac{1}{2}$            |
| 1882..... | 300,000,000         | 54                        | 138,000,000                              | 45                          |
| 1883..... | 320,400,000         | 54                        | 147,384,000                              | 49 $\frac{1}{4}$            |
| 1884..... | 337,500,000         | 55                        | 151,875,000                              | 50 $\frac{1}{2}$            |
| 1885..... | 329,600,000         | 55                        | 148,320,000                              | 50 $\frac{1}{2}$            |
| 1886..... | 323,031,026         | 55.74                     | 149,365,625                              | 48 $\frac{1}{2}$            |
| 1887..... | 302,169,950         | 55.58                     | 140,556,685                              | 44 $\frac{3}{4}$            |
| 1888..... | 301,876,121         | 57.43                     | 136,591,955                              | 43 $\frac{1}{2}$            |
| 1889..... | 295,779,479         | 56.23                     | 134,795,350                              | 42 $\frac{1}{2}$            |
| 1890..... | 309,474,856         | 54.88                     | 139,628,220                              | 44 $\frac{1}{4}$            |
| 1891..... | 307,101,507         | 54.87                     | 139,326,703                              | 43 $\frac{1}{2}$            |
| 1892..... | 333,018,405         | 59                        | 145,300,318                              | 45                          |
| 1893..... | 348,538,138         | 59.27                     | 151,103,776                              | 47 $\frac{1}{4}$            |
| 1894..... | 325,210,712         | 59.71                     | 140,292,268                              | 45                          |
| 1895..... | 294,296,726         | 60                        | 125,718,690                              | 42 $\frac{1}{4}$            |
| 1896..... | 272,474,708         | 60.70                     | 115,284,579                              | 36 $\frac{1}{2}$            |

Note 1. The shrinkages and scoured yield, 1880 to 1885, inclusive, are estimates of Justice Bateman & Co.

Note 2. The shrinkages and scoured yield, 1886 to 1896, are estimates of the National Association of Woollen Manufacturers.

Note 3. The number of sheep is from the reports of the United States Department of Agriculture, with the exception of 1896, which is the estimate of the National Association of Woollen Manufacturers.

Note 4. The wool clip is from the Wool Book of 1895, published by the National Association of Woollen Manufacturers.

### COMPARISON BETWEEN PRICE OF WOOL IN LONDON AND AMERICA FROM 1868 TO 1891.

[Justice, Bateman & Co.'s circular, October 1, 1892.]

#### WOOL IN LONDON SINCE 1867 HAS COST LESS THAN HALF THE COST OF THE SAME QUALITY OF AMERICAN WOOL UNDER PROTECTION.

As many errors and misstatements have been published as to the relative value of "free" wool in London, and the same quality of protected wool in the United States, we have tabulated below the average annual London free-trade price, and the American protected price of the same quality of medium wool for each year from the time of the passage of the tariff law of 1867 up to the end of 1891. During all that time the average cost of similar scoured wool in London has been less than half that of similar scoured wool under protection in the United States, or, in other words, the protected price of American wool has averaged more than double the free-trade London price from 1867 to December, 1891. The extreme right-hand column gives the percentage of difference between free wool in London and the same wool under protection in the United States for each year following the passage of the tariff law of 1867, up to and including the year 1891. The average of all these years shows that the average price of scoured wool in London has been 51 per cent below the average price of the same wool in the United States, or, to reverse the statement, the average price of scoured American wool under protection has been more than double the free-trade price in London. Woolgrowers who are dissatisfied with the prices now current for wool can see by the table that their wool if sold in free-trade London would have brought only about one-half of the price which they obtained in the United States. If duties were removed, the London price would then be the American price, and the latter could no longer average about double the London price, as has been the case ever since the tariff law of 1867 was passed.



## 1562 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

*Table of comparison between protected American wool and similar wool in free-trade London.*

| Year.        | Ohio medium fleece. Shrinkage 40 per cent. | Australasian medium fleece. (New Zealand cross-bred grease.) Shrinkage 40 per cent. | American scoured medium. | Australasian scoured medium. | Percentage of cost of free wool below protected wool. |
|--------------|--------------------------------------------|-------------------------------------------------------------------------------------|--------------------------|------------------------------|-------------------------------------------------------|
| 1868.....    | 43                                         | 21½                                                                                 | .71½                     | 35½                          | 50                                                    |
| 1869.....    | 50                                         | 21                                                                                  | .83½                     | 36½                          | 56½                                                   |
| 1870.....    | 46                                         | 20                                                                                  | .76½                     | 34½                          | 55                                                    |
| 1871.....    | 46                                         | 27                                                                                  | .76½                     | 45                           | 41½                                                   |
| 1872.....    | 72                                         | 31                                                                                  | .88                      | 53                           | 40                                                    |
| 1873.....    | 68                                         | 28                                                                                  | 1.13½                    | 47                           | 58                                                    |
| 1874.....    | 54                                         | 24                                                                                  | .90                      | 41                           | 54                                                    |
| 1875.....    | 56                                         | 25                                                                                  | .93½                     | 41                           | 55½                                                   |
| 1876.....    | 52                                         | 23                                                                                  | .86½                     | 39                           | 54                                                    |
| 1877.....    | 43                                         | 23                                                                                  | .71½                     | 39                           | 45                                                    |
| 1878.....    | 45                                         | 22                                                                                  | .75                      | 37                           | 50                                                    |
| 1879.....    | 35                                         | 21                                                                                  | .58½                     | 35                           | 40                                                    |
| 1880.....    | 55                                         | 23                                                                                  | .91½                     | 39                           | 57                                                    |
| 1881.....    | 49                                         | 20                                                                                  | .81½                     | 34                           | 58                                                    |
| 1882.....    | 46                                         | 18                                                                                  | .76½                     | 31                           | 59½                                                   |
| 1883.....    | 43                                         | 15                                                                                  | .71½                     | 26                           | 63½                                                   |
| 1884.....    | 40                                         | 16                                                                                  | .66½                     | 27                           | 59                                                    |
| 1885.....    | 33                                         | 17                                                                                  | .55                      | 29                           | 47                                                    |
| 1886.....    | 36                                         | 18                                                                                  | .60                      | 31                           | 48                                                    |
| 1887.....    | 38                                         | 19                                                                                  | .63½                     | 32                           | 48½                                                   |
| 1888.....    | 35                                         | 18                                                                                  | .58½                     | 31                           | 47                                                    |
| 1889.....    | 38                                         | 19                                                                                  | .63½                     | 33                           | 48                                                    |
| 1890.....    | 37                                         | 20                                                                                  | .61½                     | 33                           | 45                                                    |
| 1891.....    | 37                                         | 20                                                                                  | .61½                     | 34                           | 44½                                                   |
| Average..... | .....                                      | .....                                                                               | .....                    | .....                        | 51                                                    |

Average percentage of cost of free wool in London below protected wool in the United States between 1868 and 1877, on currency basis 50.95 per cent.

Average percentage of cost of free wool in London below protected wool in the United States between 1878 and 1891, on gold basis 51.32 per cent.

We call attention to the fact that the American quotations from 1868 to 1877 were in currency, while the English quotations for the same period were in gold; that medium wool of the same grade, quality, and condition in free-trade London was more than 50 per cent below the value of the same kind of wool under protection in the United States. We also call attention to the fact that the quotations for American and English wool between 1878 and 1891 were both in gold, and during this period wool of the same diameter of fiber and in the same condition averaged 51 per cent lower in free-trade London than under protection in the United States.

#### UNDER ADEQUATE PROTECTION WE COULD SOON GROW ALL THE WOOL WE NEED AT HOME.

[Justice. Bateman & Co's circular, March 1, 1894.]

#### GROW OUR WOOL AT HOME.

The American sheep husbandry under adequate protection has twice made such rapid headway in the increase of flocks as to lead to the assurance that with the continuance of that protection we would soon produce the total amount of wool consumed by this country. During the last twelve years of the tariff law of 1867, the American clip increased 100 per cent, that increase being from 170,000,000 pounds in 1873 to over 340,000,000 pounds in 1884. If the duties had not been lowered at the end of that period, it is fair to assume that the same ratio of increase would have continued, in which case we would have produced in 1895 over 650,000,000 pounds, which, including the raw wool imported in the shape of manufactured goods, is the total amount of wool consumed by this country. A serious check to the growth of the wool industry was given by the reduction of duties in 1883, but with the restoration of a portion of those duties by the McKinley law in 1890, such an impetus was given to the wool growing industry that the clip again increased at a rapid rate. The increase was from 310,000,000 pounds in 1891 to 350,000,000 in 1893, so that if the McKinley law had not been assailed, it is fair to assume that by the year 1915 we would produce 650,000,000 pounds.

The actual increases during the two periods alluded to above are illustrated by the solid black lines extending from left to right in the following diagrams. The dotted



lines which continue in the same direction indicate the time at which we would arrive at the production of our entire home consumption of wool.

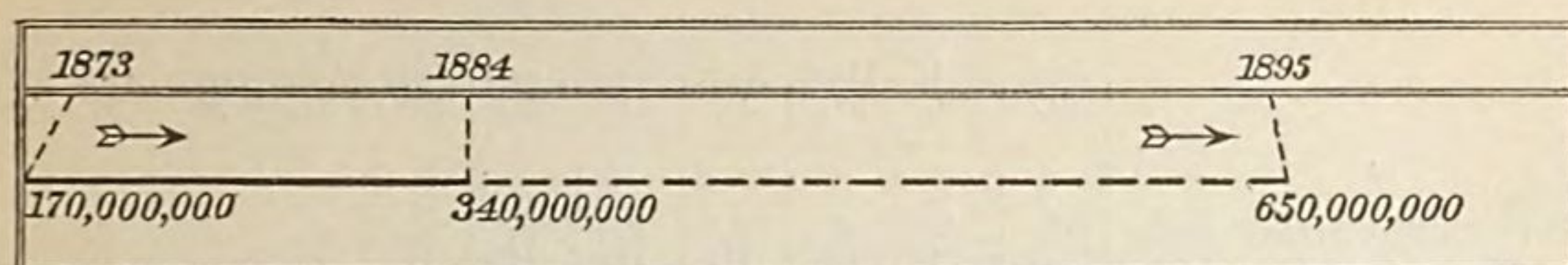


Diagram showing that at the rate of increase from 1873 to 1884 under the protective influence of the tariff law of 1867, if continued at the same ratio until 1895 the wool clip of the United States would then have reached 650,000,000 pounds, which, including the wool contained in imported goods, is all that is annually consumed by the American people at the present time.

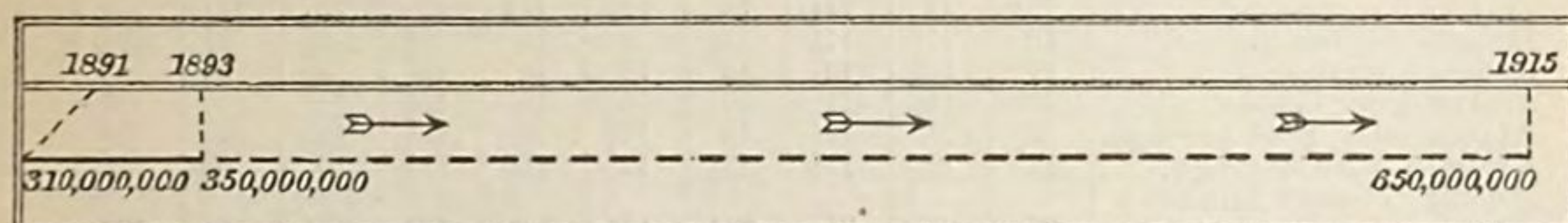


Diagram showing that at the rate of increase from 1891 to 1893 under the McKinley law, if continued at the same rate until 1915 the wool clip of United States would then have reached 650,000,000 pounds, which, including the wool in imported goods, is all that is annually consumed by the American people at the present time.\*

### THE COURSE OF THE WOOL MARKET.

[J. L. Bowes & Bro.'s tables.]

The following table affords an opportunity for the comparison of the past and present position of the various classes of wool:

|                                      | Average<br>1885-1894. | Extremes during the ten years<br>prior to 1895. |         |       |          | 1895.      |              |               |             |
|--------------------------------------|-----------------------|-------------------------------------------------|---------|-------|----------|------------|--------------|---------------|-------------|
|                                      |                       | Year.                                           | Lowest. | Year. | Highest. | Jan.<br>1. | Low-<br>est. | High-<br>est. | Dec.<br>31. |
| <b>Clothing:</b>                     |                       |                                                 |         |       |          |            |              |               |             |
| Port Philip, greasy, superior .....  | d. 10.85              | 1886                                            | d. 8½   | 1889  | d. 15    | d. 9       | d. 8¾        | d. 11½        | d. 11½      |
| Buenos Ayres, greasy, average .....  | 5.95                  | 1894                                            | 4½      | 1889  | 8¼       | 4½         | 4½           | 5½            | 5½          |
| Peru, washed, average .....          | 8.15                  | 1886                                            | 6¾      | 1886  | 10       | 7¼         | 6¾           | 8¾            | 8½          |
| Lima, greasy, average .....          | 6.22                  | 1894                                            | 4½      | 1890  | 8½       | 4½         | 4½           | 5¾            | 5           |
| Abudia, greasy, average .....        | 5.85                  | 1894                                            | 5       | 1886  | 7¼       | 5          | 5            | 6             | 5½          |
| <b>Combing:</b>                      |                       |                                                 |         |       |          |            |              |               |             |
| Lincoln, hog fleeces .....           | 10.61                 | 1892                                            | 8¾      | 1889  | 14¾      | 9¾         | 9½           | 16½           | 15½         |
| Lincoln, wether fleeces .....        | 9.98                  | 1892                                            | 8¼      | 1889  | 12¾      | 9¼         | 9            | 13½           | 12¼         |
| Kent, super fleeces .....            | 10.50                 | 1892                                            | 9¼      | 1889  | 12½      | 9¼         | 9            | 12¼           | 11¼         |
| Sussex down fleeces .....            | 12.20                 | 1894                                            | 9½      | 1886  | 14½      | 9½         | 9¼           | 12            | 11¼         |
| Alpaca, islay, good average .....    | 14.42                 | 1886                                            | 11      | 1889  | 26       | 14¾        | 14¼          | 27            | 23          |
| Alpaca, Callao, average .....        | 9.57                  | 1892                                            | 7½      | 1889  | 19       | 9          | 8¾           | 18½           | 15          |
| Mohair, Turkey, fair average .....   | 14.50                 | 1888                                            | 12      | 1889  | 20       | 14½        | 14½          | 32            | 27½         |
| <b>Carpet and blanket:</b>           |                       |                                                 |         |       |          |            |              |               |             |
| East India, first Joria, white ..... | 10.55                 | 1894                                            | 9       | 1887  | 12¾      | 9          | 8¾           | 10¾           | 10½         |
| East India, first Cand., white ..... | 8.92                  | 1894                                            | 7¼      | 1886  | 10½      | 7½         | 7¼           | 8½            | 8½          |
| East India, Pac. Path., yellow ..... | 7.32                  | 1886                                            | 6¼      | 1889  | 8¼       | 6½         | 6            | 6¾            | 6¾          |
| East India, ordinary yellow .....    | 6.20                  | 1894                                            | 4½      | 1891  | 7½       | 4½         | 3½           | 4¾            | 4¾          |
| English noils .....                  | 8.92                  | 1884                                            | 6½      | 1889  | 11¼      | 7          | 7            | 8             | 7½          |
| Oporto washed fleece .....           | 8.70                  | 1894                                            | 6¼      | 1886  | 10¼      | 7¼         | 7            | 8             | 7½          |
| Egyptian, washed, first white .....  | 9.75                  | 1894                                            | 8½      | 1886  | 11½      | 8½         | 8½           | 10¼           | 10¼         |
| Donskoi, washed carding .....        | 7.42                  | 1892                                            | 6½      | 1886  | 8½       | 7          | 6¾           | 7½            | 7½          |
| Scotch, undipped .....               | 6.11                  | 1885                                            | 5¼      | 1891  | 7        | 5½         | 5½           | 6             | 5½          |
| Syrian, uncleaned white .....        | 4.63                  | 1894                                            | 3½      | 1886  | 5¾       | 3½         | 3½           | 4½            | 4¼          |

\*According to commercial estimates of the clip, the production of 650,000,000 pounds would have been accomplished in 1905.



## 1564 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

*The course of the wool market—Continued.*

|                                      | 1896.       |             |             |                                |                                |             |             |             |                               |             |                               |
|--------------------------------------|-------------|-------------|-------------|--------------------------------|--------------------------------|-------------|-------------|-------------|-------------------------------|-------------|-------------------------------|
|                                      | Jan.<br>31. | Feb.<br>29. | Mar.<br>31. | Apr.<br>30.                    | May<br>31.                     | June<br>30. | July<br>31. | Aug.<br>31. | Sept.<br>30.                  | Oct.<br>31. | To-<br>day.                   |
| <b>Clothing:</b>                     |             |             |             |                                |                                |             |             |             |                               |             |                               |
| Port Phillip, greasy, superior ..... | d.<br>12    | d.<br>12    | d.<br>12    | d.<br>11½                      | d.<br>11½                      | d.<br>11    | d.<br>11    | d.<br>10    | d.<br>10                      | d.<br>10½   | d.<br>11                      |
| Buenos Ayres, greasy, average.....   | 5¼          | 5¾          | 5¾          | 5 <sup>9</sup> / <sub>16</sub> | 5 <sup>9</sup> / <sub>16</sub> | 5¾          | 5¼          | 5¼          | 4 <sup>7</sup> / <sub>8</sub> | 5½          | 5 <sup>1</sup> / <sub>8</sub> |
| Peru, washed, average.....           | 8½          | 7½          | 7¾          | 7¾                             | 7¾                             | 7¾          | 7           | 7¼          | 7                             | 7¼          | 7½                            |
| Lima, greasy, average .....          | 5           | 5           | 5           | 5¼                             | 5¼                             | 5¼          | 5¼          | 5¼          | 5                             | 5¼          | 5½                            |
| Abudia, greasy, average....          | 5½          | 5¼          | 5           | 5¼                             | 5¼                             | 5¼          | 5           | 5           | 5                             | 5½          | 5¼                            |
| <b>Combing:</b>                      |             |             |             |                                |                                |             |             |             |                               |             |                               |
| Lincoln, hog fleeces .....           | 15¼         | 15          | 14¼         | 13                             | 11¾                            | 11½         | 11          | 10½         | 10½                           | 11½         | 11½                           |
| Lincoln, wether fleeces.....         | 12          | 11¾         | 11¼         | 10½                            | 10                             | 10          | 9¾          | 9½          | 9½                            | 10½         | 10½                           |
| Kent, super fleeces.....             | 11          | 10¾         | 10¼         | 10                             | 10                             | 10          | 10          | 9¾          | 9¾                            | 10¼         | 10¼                           |
| Sussex down fleeces.....             | 11          | 10¾         | 11          | 10½                            | 10                             | 10          | 10½         | 10¼         | 10¼                           | 10½         | 10½                           |
| Alpaca, islay, good average.         | 22½         | 21          | 19½         | 18                             | 17½                            | 16          | 15½         | 14½         | 14½                           | 15¾         | 16                            |
| Alpaca, Callao, average.....         | 14          | 13½         | 13¾         | 13¼                            | 13                             | 11½         | 10½         | 10          | 9½                            | 9½          | 10                            |
| Mohair, Turkey, fair average.....    | 27          | 25          | 25          | 21½                            | 19½                            | 19¾         | 19¾         | 15½         | 15½                           | 19½         | 19½                           |
| <b>Carpet and blanket:</b>           |             |             |             |                                |                                |             |             |             |                               |             |                               |
| East India, first Joria, white       | 10½         | 10          | 10¼         | 10¼                            | 10                             | 10          | 9½          | 9½          | 9¾                            | 9¾          | 10¼                           |
| East India, first Cand., white ..... | 8½          | 8½          | 8½          | 8½                             | 8¼                             | 8¼          | 7½          | 7½          | 7½                            | 7½          | 7¾                            |
| East India, Pac. Path., yellow ..... | 6¾          | 6¾          | 6¾          | 6¾                             | 6¾                             | 6¾          | 6¼          | 6¼          | 6¼                            | 6¼          | 6¾                            |
| East India, ordinary yellow          | 4¾          | 4¾          | 4¾          | 4¾                             | 4¾                             | 4¾          | 4¼          | 4¼          | 4¼                            | 4¼          | 4¾                            |
| English noils.....                   | 7½          | 7½          | 7½          | 7                              | 6¾                             | 6¾          | 6½          | 6½          | 6½                            | 7           | 7                             |
| Oporto washed fleece.....            | 7½          | 7½          | 7½          | 7½                             | 7½                             | 7½          | 7¼          | 7½          | 7½                            | 7½          | 7¼                            |
| Egyptian, washed, first white .....  | 10½         | 10¼         | 10¼         | 10¼                            | 10                             | 10          | 9½          | 9¼          | 9¼                            | 9¼          | 9¼                            |
| Donskoi, washed, carding..           | 7½          | 7¼          | 7¼          | 7                              | 7                              | 7           | 7           | 6¾          | 6¾                            | 7           | 7¼                            |
| Scotch, undipped.....                | 5¾          | 5¾          | 5¾          | 5¾                             | 5¾                             | 5¾          | 5½          | 5½          | 5½                            | 5¾          | 5¾                            |
| Syrian, uncleaned white....          | 4¼          | 4           | 4           | 4                              | 3¾                             | 3¾          | 4           | 3¾          | 3¾                            | 4½          | 4¼                            |



## JUSTICE v. LAWRENCE.

COMMENTS OF HON. THEODORE JUSTICE, OF PHILADELPHIA, ON ADDRESS DELIVERED BY JUDGE WILLIAM LAWRENCE IN COLUMBUS OHIO, JANUARY 13, BEFORE OHIO WOOLGROWERS' ASSOCIATION.

### JUDGE LAWRENCE.

*Gentlemen of the Ohio Woolgrowers' Association:*

We have once more assembled in annual convention to consider the condition of sheep husbandry, and what legislation by Congress is needed in its behalf.

In 1893 the number of sheep in the United States was 47,273,553, with an average value of \$2.66 per head, or a total of \$125,909,264, and a wool product estimated by the Department of Agriculture at 303,151,055, and by J. P. Truit, of Philadelphia, at 348,538,138 pounds, as marketed, generally unwashed, some washed.

The Presidential and Congressional elections of 1892 resulted in the election of Cleveland as President and a Congress in favor of a "tariff for revenue only," with free wool, which even before a free-wool law was enacted, began to produce its effect in reduced prices for wool and the slaughter of flocks. The free-wool bill was passed and became a law August 27, 1894.

Under the free-wool act of August 27, 1894, sheep in the United States declined in numbers until on April 1, 1896, they reached only 36,464,405, of the average value of \$1.70, or a total of \$61,989,488, with a wool product of only 270,474,708 pounds, of the farm value of only \$20,800,000,146. (Senate Doc. No. 17, Fifty-fourth Congress, second session, December, 1896, pp. 143-177, being the memorial of the Farmers' National Congress.)

This was a loss in number of sheep of 10,809,148 since 1893, a loss in value of \$63,919,776, a loss in wool clip of 78,063,430 pounds, which under adequate protection would have been of the farm value of \$13,010,571.

The farm value of wool in 1892, with a meager tariff protection, was \$47,185,283; the farm value in 1896, without protection, was \$20,800,000, or a decline in value from 1892 to 1896 of \$26,385,283.

Hon. S. N. D. North, secretary of the National Wool Manufacturers' Association, says: "The average farm value did not exceed 8 cents per pound" for the wools of the United States in 1896. Justice, Bateman & Co. show that the farm value of Ohio XX fine unwashed merino was, July 1, 1896, only 9 cents, and the wools of Utah and the Rocky Mountain region only 4 cents.

It has been demonstrated that from 1892 to 1896, inclusive, the woolgrowers of the United States lost by free wool \$178,793,121. The items in detail will be found in Senate Document No. 17, December, 1896, pages 24, 27, 177.

In April, 1891, Ohio had 3,796,695 sheep, of the value assessed for taxation of \$10,082,076; in 1896 only 2,293,686 sheep, of the value of only \$3,897,710, a decline in number of 1,503,009 and in value of \$6,184,366. (Senate Doc. No. 17, December, 1896, p. 168.)

The loss in number both in Ohio and in all the States would have been greater but for two reasons:

1. The hope that in the near future a sufficient protective tariff would soon come, and
2. Because all agricultural industries were so depressed that woolgrowing lived to suffer a common calamity.

We need and, with adequate protection, can soon have in the United States 110,000,000 sheep, producing 650,000,000 pounds of wool—all required of every kind for our annual consumption. This would make an increased demand for pasturage, hay, corn, and oats. With adequate protection for wool since 1883, we would now have that number. With that number, fair prices for corn, oats, and hay would now reward the labors of the farmers of the United States. For want of them, the farm value of corn in Ohio is only 18 cents per bushel, oats 13 cents, fat cattle and hogs only \$3 to \$3.25 per 100 pounds, and until the shortage of the wheat crop of 1896, wheat in Ohio for two years commanded only 50 cents per bushel. These prices are



ruinously low—a decline of about 35 per cent in the last twenty years, while the conditions of society require new and more expensive modes of living.

In the States west of Ohio even lower prices and more depression and financial embarrassment exist. The farmers encounter bankruptcy and mortgages, and by the interdependence of industries, distress and ruin are invading all productive employments.

Something must be done to relieve existing conditions, or the Republican party will soon go out of power; the protective policy can not be maintained, and a revolution may come in our monetary policy.

The greatest need to begin the revival of all industries is that which was promised by the Republican national platform of 1896, “the most ample protection for wool.” A wool tariff bill, singly and alone, should be the first measure passed at an extra session of Congress, because it is first in importance to begin to restore prosperity, and sheep husbandry has suffered more by hostile legislation than any other industry in our whole national existence.

The National Woolgrowers’ Association in December, 1895, agreed upon the draft of a bill asking for a duty of 12 cents per pound on unwashed merino. This is necessary and just.

MR. JUSTICE.

At the time the National Woolgrowers’ Association, in December, 1895, agreed upon the tariff asking for a duty of 12 cents per pound upon unwashed merino wool, they did not comprehend, as they do to-day, the necessity for making a tariff law that will be considered so moderate by the whole people that it will endure the test of time. In fixing the rate of 12 cents they considered only what they thought was “most ample protection,” and gave no thought to the probability of 70,000,000 people concurring.

JUDGE LAWRENCE.

1. This was indorsed by the Farmers’ National Congress November, 1896, by the Ohio State Grange December, 1896, again by the National Woolgrower’s Association December 4–7, 1896, and again January 4–5, 1897.

2. The wool tariff act of 1867 gave a duty of from about 12 to 15 cents, according to value, when foreign wool prices were much higher than now. With high foreign prices less protection is needed; when they go down, more protection is needed.

MR. JUSTICE.

The wool tariff of 1867 imposed a duty of  $12\frac{1}{2}$  cents a pound and upward, and under it the flocks of the United States increased more rapidly than the flocks of any other nation of the world, when foreign prices were higher than they are to-day. But the value of everything has been reduced enormously since that time, and the woolgrower can not expect to be favored above other classes.

JUDGE LAWRENCE.

3. The act of 1883 gave from 10 to 12 cents per pound, according to value, when the foreign price was much more than now. But even with that protection, our sheep declined in numbers and value.

MR. JUSTICE.

The decline in the sheep under the tariff law of 1883 was not because the duty of 10 cents per pound was inadequate. It was because (owing to the careless wording of that law) the customer of the American wool-grower was not protected. Our mills were not employed. Foreign goods poured into this country, and our mills were idle, and owing to this



cause there was an indifferent market for wool. Foreign manufacturers were permitted to monopolize the American market. During the last four years of the law of 1883 the imports of "manufactures of wool" from Great Britain to the United States averaged annually 4,480,250 pounds, about 67 per cent more than was sent here under the average of the McKinley period, and the Continent sent about twice as much as was sent by Great Britain.

Third-class wools were sorted in Europe, and the finer grades were sent here as "carpet wool," but were used for clothing purposes, and highly purified scoured wools which should then have paid 60 cents per pound duty as broken-up tops were admitted as "waste" at only 10 cents per pound. The McKinley law remedied these faults, and flocks increased under the McKinley law, although the duty on unwashed wool of the first class was increased only 1 cent per pound.

#### JUDGE LAWRENCE.

4. The act of 1890 gave a duty of 11 cents, but under that (a) the prices of wool went down and down. (Senate Doc. No. 17, December, 1896, pp. 25-27.) (b) Sheep in Texas actually declined in numbers. (Senate Doc. No. 17, December, 1895, pp. 181, 209-211.) (c) The increase in the aggregate of numbers was slow and inadequate. (Senate Doc. No. 17, December, 1896, p. 144.)

The fact is, woolgrowers lived on hope rather than any sufficient benefits realized. The act was a failure by reason of defects, the effects of which were not foreseen, and by reason of ad valorem duties on third-class wools.

#### MR. JUSTICE.

American wool declined after the act of 1890 was passed because of the rapidly increasing supply of wool in the Southern Hemisphere, and while foreign prices fell American prices followed, but the foreign price averaged about 50 per cent below the McKinley price, and the fact that sheep declined in the single locality of Texas proves nothing, because the whole number of sheep in the United States increased rapidly under the law of 1890, and if that law had not been interrupted, on commercial estimates, and a little later on the estimates of the Department of Agriculture, the flocks of the United States would have been sufficient by the year 1905 to produce 650,000,000 pounds of wool, the quantity consumed by the American people, including that contained in all imported woolen goods.

#### JUDGE LAWRENCE.

5. The world's prices of wools declined from 1891 to 1895, 18 per cent, thus requiring more protection than in 1890. (Senate Doc. No. 17, December, 1896, p. 31.)

#### MR. JUSTICE.

The world's prices will continue to decline, and it will be impossible to provide for a graduated schedule that will always increase the duty as foreign prices fall. The cost of clothing to consumers will be gradually lower from year to year in consequence of the inevitable foreign decline, and the American woolgrower must be content if he has a duty upon imported wool that raises the price of the imported competing article 8, 9, 10, 11, or 12 cents per pound, as the case may be. This is the utmost limit of protection that the nation is willing to extend to any one branch of industry. Eleven cents per pound at the present moment



would be 50 per cent protection on the best grade of Port Phillip skirted wool, worth to-day 11 pence or 22 cents in London.

In order to ascertain what is ample protection, we must ascertain—

1. The cost of producing wools in the United States; and
2. The price at which foreign competing wools can be laid down at our principal wool markets—Philadelphia, New York, and Boston.

The principal wools of the United States are merino. The cost of producing these wools east of the Missouri River is (farm value) all of 20 cents per pound for unwashed merino, shrinking 66 $\frac{2}{3}$  per cent in scouring.

The cost in the Rocky Mountain region is all of 16 cents per pound.

This is shown in Senate Document No. 17, Fifty-fourth Congress, first session, memorial of National Woolgrowers' Association, December, 1895, pages 70, 107, 152-153.

The wools east of the Missouri are generally superior in quality to those west, and the farm value of the former unwashed is accordingly about from 3 to 5 cents per pound greater. (Senate Doc. No. 17, December, 1896.)

The Port Phillip Australian merino is more nearly of the quality of the merino grown east of the Missouri River, and is usually called the "competing wool." When unwashed, and even unskirted, the good grades will shrink in scouring only 50 per cent. But all foreign wools of every kind compete with all our American wools.

The merino wools of the Cape of Good Hope and of Argentina are inferior in quality to the Australian, and hence are called "competing wools" for those grown west of the Missouri River, though in fact all foreign wools of every kind compete with them also.

The London Wool Circular of Helmuth, Schwartz & Co., December, 1894, quotes London prices per pound as follows (Senate Doc. No. 17, December, 1896, p. 141):

|                                                          | d.              | Cents.            |
|----------------------------------------------------------|-----------------|-------------------|
| Buenos Ayres average greasy (36 per cent yield).....     | 4 $\frac{1}{2}$ | = 9               |
| Buenos Ayres average greasy (old 30 per cent basis)..... | 3 $\frac{3}{4}$ | = 7 $\frac{1}{2}$ |
| This makes the average price in London.....              | 4 $\frac{1}{8}$ | = 8 $\frac{1}{4}$ |
| Add freight and charges from London to Boston .....      |                 | 1                 |
| Cost in Boston.....                                      |                 | 9 $\frac{1}{4}$   |

This is an error. Ten and a quarter cents is the price of Buenos Ayres merino wool, which is a kind seldom imported into the United States. Manufacturers will not now have it in spite of its cheapness, even when free of duty. It is very burry and unsuitable for manufacture in the United States, where the question of dear labor comes in. The merino South American wools go to Europe, where the burry wool is manipulated by cheap labor. This wool will not be a severe competitor with American wools, except after it has been manipulated in Europe by the cheap labor there. As they were not imported when free of duty they never will be extensively imported under other conditions of tariff.

This is the competition which the merino wools west of the Missouri must encounter. It will cost an average of 3 cents per pound, including commission, etc., to ship these far West wools to Boston, which in competition with the foreign wool at 9 $\frac{1}{4}$  cents will make the ranch price per pound, without tariff benefit, 6 $\frac{1}{4}$  cents.

But a part of the Buenos Ayres wool quoted yields 36 per cent clean wool, which is from 3 to 6 per cent more than much of the wools west of the Missouri. And, first by reason of this, and, second, the fact that the lightest of the foreign wools will be imported, and, third, that some advantage should be given to our wool over the foreign, there should be deducted 1 $\frac{1}{4}$  cents.

This will leave the net ranch price 5 cents.

The correctness of this is shown by the fact that Justice, Bateman & Co. quote the ranch price, July 1, 1896, at 4 cents. A tariff rate of 12 cents per pound will never give a "protective benefit" equal to the tariff rate. But suppose it gives a protective benefit of 10 cents?

This would give the price the Far-West woolgrowers would receive, actual ranch value—the price at the nearest local market—per pound only 15 cents.

This computation is on price quotations in 1894, with 1 cent added for freight from London to Boston. But in fact South American wool can be laid down in Boston as cheaply as in London, and this is 1 cent in favor of the foreign wool.

The wool quotations for 1896 bring a similar result.



The Liverpool wool circular, December 19, 1896, of J. L. Bowers & Bro., quotes as follows:

|                                                                          | d. | Cents. |
|--------------------------------------------------------------------------|----|--------|
| Montevideo merino unwashed, per pound, good average .....                | 6½ | = 13   |
| Lima, unwashed, average.....                                             | 5½ | = 11   |
|                                                                          |    | —      |
| The average of the two would be .....                                    |    | 7      |
| Add 1 cent for shipment to Boston .....                                  |    | 1      |
|                                                                          |    | —      |
| Total Boston price .....                                                 |    | 8      |
| Allow 3 cents for cost of shipping wool from the Rocky Mountain region.. |    | 3      |
|                                                                          |    | —      |
| Leaves ranch value only .....                                            |    | 5      |

This is clearly an error, and the ranch value would be 10 cents instead of 5 cents. Judge Lawrence is 50 per cent out of the way in his calculation, which doubtless is the result of an error. He no doubt would publicly correct the misstatements in this paragraph if his attention was called to it, but the thousands of readers who will see it will assume Judge Lawrence's authority to be infallible, and much harm will be done by this unfortunate error.

A duty of 12 cents, if it gave a protective benefit at that rate—as it would not—would make the ranch price 17 cents.

This is allowing 1 cent for freight from Liverpool to Boston, when the wool can be laid down as cheaply in Boston as in Liverpool.

I have used the quotations of "good average," but even this will command more price in Boston than the entire average of the merino of the Rocky Mountain region.

And there is the additional fact to be considered: That whenever a tariff shall be imposed, foreign wools will come down in price in order to secure our market.

This we may know (1) from experience, and (2) it may be inferred from the evidence of Manger & Avery, New York wool importers. (Senate Doc. No. 17, December, 1896, p. 64.)

The London Wool Circular of Helmuth, Schwartz & Co., December, 1896, quotes "Port Philip average to good scoured" and "skirted" at 28 cents per pound. The letter of Theodore Justice, March 5, 1894, shows that scoured Port Philip was then, London price, skirted, only 30 cents per pound. And this will sell in Boston for 5 to 9 cents more than average scoured Ohio merino. (Senate Mis. Doc. 124, Fifty-third Congress, second session, 101.)

#### JUDGE LAWRENCE.

This can be laid down in Boston for 1 cent per pound, but call it 1½ cents, and this makes the Boston price per scoured pound 29½ cents. But call it 30 cents. This is the competition to which the merino wools east of the Missouri River are subjected.

Hon. George H. Wallace, United States consul-general to Melbourne under the Administration of President Harrison, shows that Australian merino "skirted" wools can be put on shipboard at Melbourne for 12 cents per pound, and that whole fleeces can be placed on shipboard for 9 cents per pound. His statement is quoted in full in my argument before the Committee on Ways and Means (January 6, 1897) Quarterly Bulletin of the National Woolgrowers' Association, Boston, January 1, 1897). And this wool will shrink in scouring only 50 per cent.

This is the competition Ohio and similar wools must encounter—scoured and skirted foreign wools laid down in Boston at less than 30 cents per pound.

With the foregoing data, the conclusion is inevitable that a duty of 12 cents per pound is not only just and necessary, but moderate.

It will require 3 pounds of Ohio and similar unwashed merino to make 1 scoured pound. It will cost 3 cents per pound to reach the Boston market, including (1) local wool buyers' profit; (2) freight; (3) eastern commission merchant charges; (4) insurance, etc., making for 3 pounds 9 cents.

Here, then, are 9 cents to be deducted from the Boston value of 1 pound of scoured Port Phillip, leaving the farm value of each unwashed pound of Ohio merino, shrinking 66⅔ per cent in scouring, without tariff benefit, 7 cents per pound.

If a tariff of 12 cents would give a protective benefit of that amount—as it will not—this would make the farm value per pound of unwashed merino 19 cents.

Justice, Bateman & Co. quoted farm value July 1, 1896, without tariff, at 9 cents, and a "protective benefit" of 12 cents would make it 21 cents. It is safe to say that



with a wool tariff of 12 cents per pound, the farm value in Ohio and other States east of the Missouri would reach only about 20 cents per pound.

It is well known that for Port Phillip merino, though of less intrinsic value than Ohio, yet by reason of its soft condition and its luster, fashion has made a demand which makes it command in the market, even unskirted, from 1 to 2 cents per pound more than Ohio, leaving farm value only 19 cents; and under a tariff foreign wool prices would be reduced to get into our market. If fashion requires foreign wool, those who indulge in the luxury of foreign fashion should pay a luxurious duty.

The conclusion is inevitable that the duty of 12 cents per pound, in view of present and prospective conditions, is only moderate protection—very moderate.

In this connection there is one remarkable fact which should be kept in mind: Not one of the woolgrowers, or wool manufacturers, or others who oppose the rates of duty asked for by the woolgrowers, give any computation showing the reasons for the lower duties they advocated. Why this absence of facts and figures? Theories, guesses, dogmatic conclusions, are entitled to no weight. Figures can not lie, and I have given the figures. Let those who insist on lower duties give facts, figures, reasons.

1. The wool tariff act of 1867 gave a duty of about 13 cents per pound on unwashed merino, 26 cents on washed, and 39 cents on scoured.

The act of 1883 gave a duty of 10 cents on unwashed, 20 cents on washed, and 30 cents on scoured.

These duties were given because the real value of wool as shorn from the sheep in the grease, unwashed, depends on the clean or scoured product; and the general average of the merino wools of the world will shrink in scouring  $66\frac{2}{3}$  per cent, leaving clean wool  $33\frac{1}{3}$  per cent. The duty was based on the theory that the unwashed fleece would shrink in washing  $33\frac{1}{3}$  per cent, and in scouring  $66\frac{2}{3}$  per cent. The shrinkage in washing will depend on its extent, but the general result is as stated, and certainly only  $33\frac{1}{3}$  per cent of scoured wool.

The McKinley Act of 1890 gave a duty of 11 cents per pound on unwashed merino, 22 cents on washed, and 33 on scoured. Its purpose was to give a protective benefit of 11, 22, and 33 cents; that is, to enhance the price of our American merino by so much over the price at which foreign competing wools could be laid down in Boston.

2. In 1867 the process of "skirting" fleeces—cutting off the belly, britch, and other inferior portions, so as to make the skirted portion more salable—was unknown. It is a modern invention to defeat in part the protective benefit of the tariff and to save the cost of "sorting" in the United States. This robs the American citizens of employment and wages of \$1,000,000 a year.

#### MR. JUSTICE.

The question of skirting wools is not an invention to defeat the American tariff. The wools of the Southern Hemisphere are skirted in order to suit the wants of the manufacturers of the world who buy them. British manufacturers pay  $33\frac{1}{3}$  per cent more wages than are paid in Germany, and they require skirted wools, and the skirts go to Germany, where cheap labor manipulates them. While it is true that the skirting of wool has deprived 20,000 American wool sorters of employment, it is a change that marks an advance in the method of marketing wool, and benefits the buyer of wool, just as the invention of a sewing machine deprived hundred of sewing women of employment, but benefits mankind. It is in the march of improvement.

#### JUDGE LAWRENCE.

This process is now practiced in Australia for all wool for market in the United States, but it has as yet been introduced in South America only to a limited extent.

#### MR. JUSTICE.

The process of skirting wool, which was formerly practiced in Australia, is now being very extensively used in South America. Millions of pounds of South American crossbred wools are produced by crossing Lincoln rams upon the Merino ewes, which is making a splendid combing wool, and which is so cheap that it must soon even crowd wool-growing out of England itself, unless they adopt some form of a tariff



for protection. These wools are very burry on the skirts, and they are skirted in South America, and the burry skirts sent to the Continent of Europe where they are manipulated by cheap labor. The body sort, that containing the fewest burs, is now coming to the United States. The practice of skirting is so rapidly increasing, that in time it will probably become as universal in South America as it is now in Australia. Tariff legislation will not check it, and if skirted wools are to pay a penalty, the difficulties of collecting the duty at the custom-house will be increased, for the honest importer who knows his wools to be skirted will invoice them as skirted wools, while the dishonest importer will invoice his wools as "unskirted," when in point of fact they are skirted, and custom-house appraisers are offered temptations to favor their friends. They are open to temptations of corruption and bribery where there is a discriminating duty between those which are skirted and those which are not, which only an expert can determine, and the woolgrower will only get the amount of protection afforded by the lower or unskirted duty. If the grower is to get no benefit, it will practically be a dead letter.

JUDGE LAWRENCE.

The tariff acts of 1867 and 1883 made no provision on the subject of skirting, because it was not foreseen by Congress, if by others, that such a contrivance would be resorted to in fraud of the law. When the McKinley bill was before Congress it contained a provision to prevent sundry frauds on the law, including that of "skirting," but a few wool manufacturers succeeded in securing a proviso excepting skirted wools from its operation.

MR. JUSTICE.

The provision exempting skirted wools from a penalty in the McKinley law was agreed to in a convention of woolgrowers and woolen manufacturers. It was well understood at the time, and was agreed to with only one dissenting voice. It was clearly shown, when the matter was under discussion, that a penalty for skirting wools would act as a premium for the woolgrowers to fraudulently pack manure inside of their fleeces. Instead of inducing them to put up their wools honestly, such a provision would be an inducement to put them up with a view to deceive the buyer.

JUDGE LAWRENCE.

The bill which now has the sanction of the woolgrowers omits the skirting clause—that is, it requires an increase of duty on skirted wools.

MR. JUSTICE.

Of course American woolgrowers who do not skirt their fleeces object to the competition of the wools of the world which are skirted, but the time is coming when even Americans will have to skirt their wools just as the time has come for the sewing machine to take the place of the needle woman. It is in the march of the time. Street cars propelled by electricity might as well be superseded by horses as to attempt to go back from skirted wools to the practice of marketing wools unskirted.

JUDGE LAWRENCE.

The Australian merino has a peculiarity not found in any other of the wools of any other country, except in rare instances. By reason of climatic conditions the Australian wool is so light and clean that even unwashed and unskirted it will



shrink in scouring only 50 per cent—certainly such as would be imported under a tariff—always the lightest. The result is that unwashed unskirted Port Phillip Australian merino is lighter, cleaner, and will command in Boston a little more than the washed merino grown east of the Missouri River, and by reason of its superior quality considerably more than the merino grown west of that river.

Mauger & Avery, eminent wool importers of New York, have demonstrated that on July 1, 1893, when the New York price of Ohio washed merino was 24 cents per pound, and Port Phillip good average grease unwashed in London 18 cents, the McKinley duty of 11 cents only gave a protective benefit of 6 cents per pound to Ohio washed merino, shrinking 55 per cent in scouring, in competition with Port Phillip unwashed. Thus the McKinley tariff, which was intended to give 22 cents protection on Ohio washed wool, only gave 6 cents. (Senate Doc. No. 17, December, 1896, p. 63; per Gov. Rich, Senate Mis. Doc. No. 35, Fifty-third Congress, second session, p. 321.)

And as a consequence of this, the merino unwashed wools of Argentina, shrinking like Ohio 66½ per cent in scouring, were excluded from our market, and Australia monopolized substantially our whole market. This is shown by the report of our consul at Buenos Ayres to the State Department. (Senate Doc. No. 17, December, 1896, p. 122.) The injustice of this to our sister Republics of South America and its impolicy must be manifest.

#### MR. JUSTICE.

Under the McKinley law and any tariff law merino wools that shrink over 66½ per cent in scouring are excluded from our market, because the compensatory duty of four times the duty upon 1 pound of unwashed wool is insufficient to permit the purchase of such wools. If a penalty is imposed upon skirted wool, it is equivalent to the increase in the cost of all wool, and will involve an increase in the compensatory duty upon cloth, which is not to be considered. The greatest obstacle to a duty upon wool, and the weapon which free traders use to best advantage in opposing the wool duties, is the necessary compensatory duty upon cloth, a feature necessary to enable the manufacturer to pay a duty upon wool, for without this his mills would be closed and there would be no market for American wool. A compensatory duty upon foreign cloth of four times the duty upon unwashed merino wool is necessary to make a home market for American wool. If this is taken from the American manufacturer, cloth will be manufactured abroad, and the American woolgrower would have no sale for his wool except in foreign markets, where American wools are not liked, and when offered for sale, as they were at the recent London auctions, there were no bids, and the wool had to be withdrawn.

#### JUDGE LAWRENCE.

The woolgrowers' bill proposes to remedy this wrong by providing that the unwashed Australian merino and others of similar light shrinkage shall be deemed washed. This is justified.

#### MR. JUSTICE.

The provision requiring Australian merino and other similar light shrinking unwashed wool to pay a double duty the same as though washed, would (without a corresponding increase in the compensatory duty) be equivalent to making the duty upon Australian wool 24 cents per pound unwashed. This would be more than double the McKinley rates. Such a bill could not pass and if it did it would make the whole tariff law so unpopular that protection for wool would receive a death blow from which it would not recover for a generation.

Assuming that the duty upon unwashed Australian wools is to be 12 cents per pound (as Judge Lawrence wishes) and it paid the penalty of a double duty because of its light shrinkage, the duty would be 24 cents. Deduct from this 5 per cent, which represents its increased value by reason of being skirted, and you have 22.80 cents as the



proper duty for unskirted wool. The compensatory duty therefore on a pound of cloth would have to be four times 22.80 cents, or 91.20 cents, per pound on every pound of cloth instead of 48 cents per pound if the duty was 12 cents, or 36 cents per pound if the duty was 9 cents. This would be exorbitant and absurd. It would kill the tariff bill; it would be indefensible, and without such a compensatory duty every mill in the country would be closed, and there would be no home market for wool.

JUDGE LAWRENCE.

1. Because without it a tariff of 12 cents per pound or any fixed rate gives no protective benefit to American unwashed merino. This is shown by the evidence of the Government actuary, Joseph S. McCoy, in my argument to the Committee on Ways and Means.

MR. JUSTICE.

The duty of 11 cents per pound on skirted wools under the McKinley law was so protective, that our flocks increased rapidly, and according to commercial estimates, if that law had remained undisturbed, by 1905 we would by that time have produced 650,000,000 pounds of wool, the quantity now consumed by the American people, including the wool contained in imported cloth.

JUDGE LAWRENCE.

2. It simply places Australian merino on an equal footing with the other merino wools of the world.

MR. JUSTICE.

The merino wools of the world shrinking over 60 per cent, inclusive of Australian exceeding that shrinkage, were prohibited by the McKinley tariff because their shrinkage exceeded 60 per cent, and with a compensatory duty of four times the duty upon 1 pound of unwashed wool it would again be impossible to import any merino wools shrinking over 60 per cent, so that if a double duty was placed upon skirted wools (as is proposed by Judge Lawrence), all Australian merino wools would be prohibited (without a corresponding increase in compensatory duties on cloth), as South American wools were under the McKinley law.

JUDGE LAWRENCE.

3. It is necessary to secure reciprocal commercial treaties with South American Republics required by our interests.

MR. JUSTICE.

Secretary Blaine found no difficulty in arranging reciprocity treaties with South American Republics. What was done before can be done again. Reciprocity is not a lost art.

JUDGE LAWRENCE.

1. And here we are met with the plausible but misleading cry that we are asking for a duty of 24 cents per pound on wool. This, standing alone, is to those who have not studied, and hence do not understand the subject, a *suppressio veri, suggestio falsi*.

2. We ask only for 12 cents per pound duty on merino wools shrinking 66 $\frac{2}{3}$  per cent in scouring. This 24 cents duty is only equal to 12 cents on all other merino wools of the world.



MR. JUSTICE.

The demand for 24 cents a pound upon unskirted wool is equivalent to asking for 22.8 cents per pound upon unskirted wool. Public opinion seems to vary between 9 cents as the lowest and 12 cents as the highest that would be considered tolerable by the great mass of American people who are not directly interested in producing wool. It is doubtful if the people will consent to any rate higher than the McKinley law, even if it can be shown that less than 12 cents would be inadequate in the course of time. At this time 9 cents would be ample, by 1901 it would not.

JUDGE LAWRENCE.

Without it the effect of a duty of 12 cents on Port Philip unwashed would only give a protective benefit of about 6 cents per pound on Ohio washed wool, and only the unwashed Port Philip would be imported. This means ruin to our American wool industry.

MR. JUSTICE.

The American wool industry was not ruined under the McKinley law when the duty was 11 cents per pound upon unwashed skirted Port Philip wool. The price of the best grades of Port Philip during the McKinley period averaged below 22 cents, the present price.

The American wool industry would prosper more rapidly under the reenactment of the McKinley law than it did during the time that that law was in operation, because of the bitter experience taught by several years' actual practice and trial of free wool. Nine cents per pound now would be more prized by them than was 11 cents in 1890.

JUDGE LAWRENCE.

3. We ask that Australian unwashed merino shall pay the same duty as that imposed on wools of all other countries of similar shrinkage—no more, no less—that is, 24 cents per pound, or on scoured 36 cents.

MR. JUSTICE.

The duty of 24 cents per pound upon unskirted Australian would be equal to a duty of 48 cents per pound on the best Port Phillip scoured, for it takes 2 pounds of the best skirted Port Phillip to make 1 pound of scoured. As the duty of 24 cents per pound upon skirted Port Phillip is the same as 22.8 cents per pound on unskirted, the duty upon scoured, when made from unskirted, will be 45.6 cents per pound.

JUDGE LAWRENCE.

4. This is "equal and exact justice:" (a) To American wool growers; and (b) to all the woolgrowing countries of the world. (c) It has been thrice indorsed by the National Woolgrowers' Association, once by the Farmers' National Congress, and by the Ohio State Grange. (d) In view of all this, the objection to it is—*Vox et præterea nihil*—"sound and fury signifying nothing," when properly understood.

MR. JUSTICE.

This is simply, Judge Lawrence, a case where the tail wags the dog.

JUDGE LAWRENCE.

On the 6th of January, 1897, representatives of the National Woolgrowers' Association were heard in argument before the Committee on Ways and Means in Congress in support of the woolgrowers' bill. By direction of the association I submitted an argument having its approval, except that some three or four, supposing, as I understood, that we might not be able to secure the duty asked for on Australian merino, deemed it inexpedient to ask it, lest it might injure our cause.



Two of these—all true friends in purpose of woolgrowers—gave their views to the Committee on Ways and Means. I do not understand that they were willing to consent to less than 24 cents per pound duty on washed merino from any country, but I fear the effect of their position was to aid those who oppose adequate protection.

The New York Tribune of January 7, 1897, says: "C. M. Hogg, an Ohio wool-grower and wool buyer, seemed disposed to throw cold water on Judge Lawrence's proposed schedule of duties."

The duties are not my duties; they are the duties asked for by representatives of the woolgrowers of the United States.

The Tribune's statement, I think, is not entirely accurate as to the purpose of my excellent friend from Ohio. He gave his views of expediency as to the duty on Australian merino. I do not understand that he objected to any other feature of the woolgrowers' bill. I do believe that if he had fully considered the subject in all its bearings he would have concurred in the provision as to Australian merino. Honest friends of a good cause, by conceding too much against it, may unintentionally become its most dangerous enemies.

For myself I can only say that I deem it not only just, but expedient, to ask for all the protection required by the interests of woolgrowers. I ask only that the promised "most ample protection" be given.

Any Republican who held out this promise to the woolgrowers of the United States can not now, with propriety or consistency, aid in defeating it. Woolgrowers should not be driven from a just purpose by startling, unreasoning phrases.

Let those who object answer our arguments if they can. Woolgrowers will not secure more protection than their representatives ask. These, as candid men, will not ask more than they believe we should have; as men tenacious of a just purpose, it would be a surrender to consent to accept less. We are told this would make a high ad valorem.

MR. JUSTICE.

The consensus of opinion of those who were heard before the Ways and Means Committee was that a duty on wool of 8 cents per pound is the least that should be considered, and some provision should be made for a probable, and almost certain, foreign decline, which will begin as soon as the American support is withdrawn from foreign markets, the maximum of which provision would be an increase of 1 cent per pound annually for four years, when the duty would reach 12 cents per pound. This represented the maximum and minimum of the rates that were demanded at the hearings before the Ways and Means Committee on skirted unwashed wool of the first class (except by those who were influenced by Judge Lawrence.)

JUDGE LAWRENCE.

The extent of the ad valorem duty of 24 cents will not supply the need of a just measure of protection. The lower the price of foreign wool, the greater will be the need of enlarged protection and the higher will be the ad valorem rate. The ad valorem benefit we now ask is less than the ad valorem ruin inflicted on American woolgrowers by free wool. We might justly "ask indemnity for the past and security for the future."

I now sound the alarm and proclaim the danger—unless Australian merino be made to pay the same rate of duty on its scoured value as the general merino wools of the world, a tariff bill discriminating in its favor will be a failure as a protective measure and sheep husbandry will again be crippled if not ruined in the house of its professed friends. I wash my hands of all responsibility for such injustices.

MR. JUSTICE.

It is true, that with a fixed duty upon wool the ad valorem rate increases as foreign prices fall. For instance, if the McKinley duty of 11 cents was reimposed upon unwashed wool of the first class, now worth 22 cents in London, the duty would be 50 per cent. If that same wool falls to 16 cents in London (as it may) the duty would be nearly 70 per cent. The ad valorem feature of the duty is misleading and deceptive. A fixed, specific rate is what is required, and if foreign prices fall the American woolgrower gets the benefit of the decreased cost of clothing, which is the consequence of such a foreign fall, and it is impossible to



provide a tariff law that will deprive the consumer of the benefit of the world's falling prices for the benefit of a class. Legislation for the whole people must be the guide if consistent with reasonable protection.

## JUDGE LAWRENCE.

1. The woolgrowers' bill puts the so-called down combing and clothing wools in the same class with merino, and with the same duty of 12 cents per unwashed pound. These wools unwashed in the condition in which imported will not shrink in scouring an average of over 30 per cent. It will thus require more than 2 pounds of average unwashed merino to yield as much clean wool as 1 pound of the down wool—an important fact too often overlooked. A duty of 12 cents per pound on this wool is only equal to 6 cents on the unwashed merino in competition with it; of course, only unwashed down wools would be imported, as these would bear the lowest extent of duty.

It is certain that 12 cents duty on this wool will really be a discrimination in its favor.

2. I appended to the argument I made to the Committee on Ways and Means tables of prices of wools.

Coates Bros., of Philadelphia, quoted September 1, 1896, the price there as follows:

|                                                                      | Cents.   |
|----------------------------------------------------------------------|----------|
| Washed Canada ordinary .....                                         | 18 to 20 |
| Coarse washed .....                                                  | 17 to 19 |
| <hr/>                                                                |          |
| The average Philadelphia free-wool price is .....                    | 18½      |
| The washed wool is substantially scoured.                            |          |
| Deduct cost of American wool to reach Philadelphia market .....      | 3        |
| <hr/>                                                                |          |
| Leaves farm or ranch value .....                                     | 15½      |
| If 12 cents duty would give a protective benefit of that amount..... | 12       |
| <hr/>                                                                |          |
| It would make the farm value for practically scoured wool.....       | 27½      |

This would about equal unwashed price, 20 cents.

This is by no means "the most ample protection." The down sheep will not produce as much wool as the merino; they consume more feed than merino, and they can not be kept in as large flocks as merino, and hence need ample protection. By down sheep I mean all the mutton breeds.

The wool circular of Justice, Bateman & Co., December 3, 1895 (Senate Doc. No. 17, December, 1895, p. 69), says:

"One of the surprises of free trade in wool is the neglect of American quarter-blood even at July prices, while the same grade of English and Australian have advanced over 33 per cent since July. American manufacturers, strange as it may seem, continue to import them at the advance. This is particularly unfortunate, as this is the grade of wool produced by the so-called mutton sheep that woolgrowers are raising in order that mutton shall be as important a feature in sheep husbandry as wool was formerly."

We must encounter this preference given by manufacturers to the foreign wool, with its effect in reducing prices, not only of our down wools, but our merino wools also, especially the preference given to Australian merino.

The woolgrowers' bill asks for a duty of 8 cents per pound on all other unwashed wools. The argument in support of this will be found in Senate Document No. 17, December, 1895, pages 71-75, 80-89, 173, and in Senate Document No. 17 December 2, 1896, pages 118, 124, and still more fully in my argument before the Committee on Ways and Means, January 6, 1897, which will be printed in the volumes of "Tariff Hearings."

## MR. JUSTICE.

Eight cents per pound on wools of the third class which cost 10 cents per pound or over is proper. These wools are light in shrinkage, and it is often impossible to tell whether they are washed or unwashed, but as the average value would be under 16 cents, 8 cents per pound would be more than 50 per cent, and would be ample.

## JUDGE LAWRENCE.

1. These wools used in the manufacture of clothing compete with merino and down wools.



MR. JUSTICE.

Third-class wools *do* compete with wools of the first and second class, but there is no inducement to use them except for their cheapness, for they are coarse and rough, and there should be some provision that would permit of the use of cheap wools by the poorer classes who can not afford to indulge their tastes. A man with scanty means who is willing to wear a suit that is as coarse as a horse blanket should be accorded such a privilege, provided that it does not disturb any American industry, and 8 cents on carpet wools which cost 10 cents or upward would be ample protection. American woolgrowers desire to raise only wool from blooded sheep.

JUDGE LAWRENCE.

2. As these unwashed wools are imported, they will not shrink in scouring 30 per cent, so that every pound imported yields as much clean wool as 2 pounds of unwashed merino.

3. In order to encourage the raising of merino sheep and the down mutton sheep, to give cheap meat food to our cities and manufacturing districts, the merino and down wools must be protected from the ruinous competition of these cheap foreign wools.

4. In the fiscal year 1895 the imports of China wool were 26,089,418 pounds, at an import free-wool price, with no motive of undervaluation, of 5.15 cents per pound, with each pound yielding as much clean wool as 2 pounds of merino. (Senate Doc. No. 17, December, 1895, pp. 39-45.)

5. In the fiscal year 1895 the total imports of all the wools of this class, including China, were 144,488,255 pounds, at an average import price of 9.9 cents per pound, while the imports of merino and the down wools were only 121,237,612 pounds. Thus the vast amount of imports of these wools work more ruin to our wool industry than all others.

6. The McKinley bill of 1890, as originally reported, proposed a duty of 8 cents per pound on the higher grades of those wools. Nothing less than 8 cents per pound duty on all will be even a moderate protection.

MR. JUSTICE.

Carpet wools shrink all the way from 15 to 60 per cent. Those which are light and clean are generally either black in color or faulty and kempy, contain some bristles, and do not injuriously compete with merino wools when carrying a duty of 8 cents per pound.

The third-class wool classifications of the McKinley law were scientific. That wording of that law properly divided the real carpet wools from the so-called carpet wools, which latter were mostly used for clothing purposes, and a duty of 8 cents per pound all round or of 8 cents per pound for those third-class wools which cost over 10 cents, and 4 cents per pound for those which cost less than 10 cents would be fair, just, and generous to all parties interested.

JUDGE LAWRENCE.

The following woolgrowers have friends among wool dealers, as shown by the following:

[Samuel Lee. William Lee. Samuel Lee & Co., wool and commission merchants, No. 14 North Front street.]

PHILADELPHIA, *January 12, 1897.*

Hon. WM. LAWRENCE.

DEAR SIR: The duty wanted on wool is 12 cents on fine unwashed, double duty on washed, and treble duty on scoured; on China wool, 12 cents duty; on Bagdad wools, 10 cents; on noils, 20 cents, and on ring waste, 20 cents, and rovings, 30 cents. We remain,

Yours, truly,

SAMUEL LEE & CO.

It is regretted that some others, wool dealers, are opposing duties deemed necessary by woolgrowers.



## MR. JUSTICE.

Samuel Lee & Co. wrote the letter of January 12, 1897, to Judge Lawrence in order to show him that the maximum rate of duty on skirted unwashed wool should be 12 cents instead of 24 cents. The letter was written in order to discount by 50 per cent the demands of Judge Lawrence. Messrs. Samuel Lee & Co. believe that the minimum advance on unwashed skirted wools of the first class should be 9 cents and the maximum 12 cents. The Ways and Means Committee will have to use their discretion as to where between these limits they shall fix the duty, taking into consideration the possibility of opposition to the bill that may prevent any tariff legislation, a contingency that would be deplored by three-fourths of the people of the United States.

## JUDGE LAWRENCE.

The woolgrowers' bill asks for prohibitory duties on foreign woolen rags, shoddy, mungo, and other wool adulterants. The reasons in favor of this will be found in my argument before the Committee on Ways and Means and in Senate documents to which reference has been made. Anything less than prohibition will permit if not invite the coming of leprosy and all the vile diseases of the Eastern hemisphere imbedded in foreign rags, the mission of which will be not only to bring death, but robbery and fraud in shoddy goods imposed on the American public as all new wool.

Gentlemen, once more let us with renewed energy earnestly ask the American Congress at least give ample protection for sheep husbandry so long delayed and denied. And upon our bill we invoke the considerate judgment of the American people and the just favor of the American Congress.

## RESOLUTIONS.

The following preamble and resolutions were adopted without one dissenting vote:

Whereas the severest blow ever dealt to agriculture in the United States was inflicted by the tariff of 1894, and the most disastrous of all was that placing wool on the free list, it has depleted American flocks one-third and reduced the price of wool 50 per cent, pauperized labor, and caused a loss to the woolgrowers in three years of over \$175,000,000, without compensating advantages worth mentioning in any direction;

Whereas it is fast eliminating a most important branch of industry from the already too few from which the farmer, the farm laborer, and others must draw support, and instead of being a business from which many farmers drew their principal revenue, has become inconsequential and profitless;

Whereas we believe it is the very first and highest duty of the incoming Administration and Congress to remedy these wrongs by a revision of the present tariff at the earliest possible moment; therefore, be it

*Resolved*, That such duty should be put upon wool as will fully restore this important industry, and we believe that the rates asked for in the bill adopted by the National Woolgrowers' Association in December, 1895, approved November, 1896, by the Farmers' National Congress, by the Ohio State Grange in December, 1896, by the National Woolgrowers' Association in December, 1896, and again in January, 1897, and now before the Ways and Means Committee will secure the American market to the American woolgrower, and that said bill is hereby indorsed.

*Resolved*, That the new tariff act should contain a clause requiring additional duties on wool and woolens in bonded warehouses or imported after March 5, 1897, shall be secured before taken out of bond.

*Resolved*, That ad valorem duties invite fraud and deception, and we are utterly opposed to the same.

And said bill is hereby indorsed by this association.

CHAS. M. HOGG,  
J. W. POLLOCK,  
J. L. LEWIS,  
J. W. ROBINSON,  
J. W. CALE,  
*Committee on Resolutions.*

The last sentence of the foregoing was not in the report of the committee on resolutions, but it was inserted as an amendment without any dissenting vote.



## STATEMENT OF MR. G. C. MOSES, OF BATH, ME.

WEDNESDAY, *January 6, 1897.*

Mr. MOSES said: Mr. Chairman and gentlemen of the committee, I have had thirty years' experience in manufacturing goods, and it seems to me that this subject of a wool duty is one that interests the manufacturer as well as everybody else. I have also had twenty-five years' experience in importing from South America and Australia. The only reason I feel called upon to say anything here to-day is that I would be glad if a more accurate statement of the conditions shall appear than I have yet heard on the subject. It seems to me that if the course advocated this morning by Judge Lawrence is to be taken in this committee and a law adopted by Congress in accordance with that, the result would be death to the manufacturer and the prohibition of any importation of wool. I can prove this statement by a mass of arguments which, if I had time, I would like to go through.

The CHAIRMAN. You may file a written statement, which will be printed.

Mr. MOSES. The statement was made that the wool was skirted in a way so as to take nearly half the fleece. Now, I have both bought and imported Australian wool. I have not seen any such skirting of wool. The amount of skirting is comparatively small and it affects the case very little.

Mr. GROSVENOR. When it does come skirted, what is the difference in the price here between that and the unskirted fleece?

Mr. MOSES. In the neighborhood of  $2\frac{1}{2}$  per cent. The statement made of 5 per cent is entirely an outside statement. Most of the Australian wool that is 5 per cent is low grade.

Mr. GROSVENOR. I understood the gentleman to say 5 per cent of the wool, not 5 per cent value.

Mr. MOSES. I understood him to say 5 per cent in value. It is 5 per cent of the whole, just about. That 5 per cent is worth about half price, which would make  $2\frac{1}{2}$  per cent of the value. At the outside, you take wools of less fine blood and the extreme shrinkage in skirting is about 10 per cent. Take high wools, and they will shrink about 10 per cent from skirting, and the difference would be a little more there.

The argument was further made that we wanted the American sorters to get some wool. We sort every pound of Australian wool, and we buy as much as any other wool, and there is no saving whatever on the point of sorting. There may be some articles manufactured that I know nothing about which use wools without sorting, but nothing like fine goods such as are made of Australian wools. I speak now of wool, and not of the worsted; wool has to be sorted. I know nothing about the worsted industry, and do not wish my statements to apply to that in any way. I know about wool and that I am competent to express an opinion upon that subject. When you double the tariff on Australian wool because it is greater in shrinkage than the average of other wool, you are putting a 24-cent duty on wool, as was stated, which costs 9 cents in Melbourne. Now, the wool in Melbourne costs pretty nearly double 9 cents anyway, and the 24-cent duty would be prohibitory.

If this committee desires to place before the country a tariff bill which shall be prohibitory in its nature—take it on the wool importation—will they go before the country with that platform? I do not understand the signs of the time to point in that direction, and I do not



believe this committee itself will pursue such a course. I have too much confidence in their good sense. The effect of a tariff, such as he has indicated, would be to restrict importation and leave us to import only the unwashed wool in those countries which he leaves out—not Australia—imported from all over the world. There are different wools produced in different countries, and the fibers differ in the countries themselves. Australian wool includes the wool from different provinces of Australia that will only yield 25 pounds to 100 pounds. You cut out all that. It yields about the same—the heavy-duty, earthy wools use about the same, and the Buenos Ayres wool runs from 25 per cent all the way up to 50 per cent in the best wool. Any representation based on the importation of 50 per cent wool would be erroneous. We have imported wool for many years, and I think the average of Australian in yield would be nearer 43 or 44 per cent than 50 per cent. So the difference is not so great as it would appear.

Now come to all this argument about specific duty. The specific duty on wool raises these very questions and these very difficulties that the Judge has argued against. I came here to argue —

Mr. TURNER. You are talking about these general difficulties. Will you give us your opinion of a few facts that seem difficult to me? For instance, Judge Lawrence's scheme requires that this go into effect the 1st of January, even if it passes later. Would not that inure solely to the benefit of those who have laid in a stock of wool, and would it not operate very harshly on those who would have to buy their wool in competition with the others after the law had gone into operation?

Mr. MOSES. I think it would, but it struck me that this scheme of making the law operative in advance of its being passed was practically so unreasonable that it did not require an argument.

Mr. TURNER. When do manufacturers usually lay in their stock?

Mr. MOSES. When the clip comes off.

Mr. TURNER. In the spring?

Mr. MOSES. We lay in our production in the spring. It is sold in Australia from October until January, and we import it during those months. It arrives in the spring.

Mr. TURNER. If a tariff law were passed to put wool under these heavy duties, the law to go into immediate operation, would it not have a discomposing or confusing effect upon the trade?

Mr. MOSES. I think it would. But I did not come to argue against a tariff on wool; neither did I come to argue against imposing an adequate tariff. I believe we should have an adequate tariff on wool, but when you talk about a scheme to discount the effect by making parties give a bond for the entry of goods to pay any additional duty that may be imposed, I can not go with you. I think if you will look at the importer and think for a minute how he is going to sell those goods, you will see the difficulty of this proposition. If he anticipates there is going to be a 50 per cent rise, he has got to keep them or sell with a proviso to the buyer. In short, they can not go into consumption until the rate of duty is known.

Mr. DOLLIVER. What line do you manufacture?

Mr. MOSES. Overcoatings and indigo goods.

Mr. DOLLIVER. You spoke of your objection to the tariff on the wool being prohibitory.

Mr. MOSES. A tariff such as Judge Lawrence advocates with a double duty on Australian and skirted wools—

Mr. DOLLIVER. They would be entirely shut out.

Mr. MOSES. Yes, sir; and where the American manufacturer could



get the necessary wool to produce his goods, at the price he could not afford to buy the wool and manufacture, and he would have to shut up his mill.

Mr. McMILLIN. Would it not result in buying the manufactured goods and importing them, and closing the mills here?

Mr. MOSES. I think it would; it would practically close one-half of the mills.

Mr. TAWNEY. Is the Australian unwashed wool practically the same as the washed coming from other countries?

Mr. MOSES. It is similar in fiber, but unwashed in one country is unwashed everywhere. On account of the climatic condition it is stated the unwashed wool in Australia will average lighter than an unwashed wool here.

Mr. TAWNEY. Will that unwashed wool on an average be near the average of the washed wool in this country or other countries.

Mr. MOSES. It would be less than the washed wool of this country as near as I could give it, although I do not profess to be an expert on that point. I think the average of the Australian unwashed would shrink more than the average of our American unwashed, taking all qualities together.

The difficulty in this whole question is in undertaking by specific duty to raise the tariff on wools. Now, it is in the air we must have a specific duty. They tell me everybody wants a specific duty. I am often told "nobody but yourself is arguing for an ad valorem duty." But, nevertheless, the argument is so sound I can not help making my statement in favor of an ad valorem duty.

Mr. McMILLIN. You think that will become a necessity from the fact that unwashed wool in one country will contain much more waste and trash than the same kind of wool from another country.

Mr. MOSES. That is so. You can not adjust a specific duty to make it fair in its operation. You take fine wools and they will run 50 per cent. They come pretty near it in Buenos Ayres. We get 43 and 45 per cent from some Montevideo wool, but we do not get quite that much from Buenos Ayres.

The CHAIRMAN. Nearly all of it is sold on a scoured basis.

Mr. MOSES. Yes, sir; and if you can adjust a tariff to be applied on the scoured basis, as the sugar tariff I understand was fixed or proposed to be fixed by polariscope test, I should think it would be a good thing. I do not see any difficulty in making a tariff based on the scoured test. It would be fairer and you would know on what you are paying a duty.

The argument against an ad valorem duty is based on the possibility of fraud under that system of taxation. That argument is perfectly sound in regard to manufactured goods. They are entirely different in their nature. Our tariff is based on the market price of the goods imported. But with manufactured goods there is really no market price. It rests largely upon the consciences of the importers. With wool the case is entirely different. The opportunity for fraud is not over 10 per cent, to say the most. The value of wool in the markets of the world is well known, and in most of the wool countries of the world it is sold at public auction every day.

Mr. McMILLIN. You mean if we were going to fix an ad valorem duty on wool there would be no possibility of fraud over 10 per cent?

Mr. MOSES. Yes, sir.

Mr. McMILLIN. Because the market is so well known, so regular, and so fixed that undervaluation beyond 10 per cent would not be possible?



Mr. MOSES. I think that is correct. In case the variation is something like 40 per cent, then the same argument does not apply. The argument against ad valorem duty is all very good with the manufactured goods or goods in which the valuation can vary so and is so much a matter of opinion and conscience, but, as I have said, this variation does not exist when it comes to wool. If the argument applied to us, I would be willing to take it, but it does not apply. There is no equitable comparison in the two. There are foreign sales of wool in Melbourne, London, and Havre at auction. I am told that in South America there is some sold at private sale, but there are catalogues of these sales issued and the officers of the Government can find out the price of wool without any difficulty. Experts can be found who can tell the value of consigned wool, which is one of the difficulties in importing under the ad valorem tariff. They can tell within 10 per cent, so there will be no difficulty on that score. There was a scheme printed in a Boston paper yesterday morning which suggested starting with a duty of 4 cents on wool costing 8 cents and increasing the duty 1 cent for every 2 cents added. That comes near the ad valorem idea. Under that you would not get any wool that would come in undervalued in any case more than 1 cent.

As to the amount of the tariff, I am willing to have you fix the amount you think you ought to have on the basis of whatever you choose; and add 1 cent to it to cover this question of fraud and then the woolgrower will get the benefit of an extra cent, honest invoices, and the protection you wish to afford him against the dishonest ones.

## WOOLGROWING IN NEW MEXICO.

### STATEMENT OF HON. THOMAS B. CATRON, DELEGATE FROM THE TERRITORY OF NEW MEXICO.

WEDNESDAY, *January 6, 1897.*

Mr. CATRON said: Mr. Chairman and gentlemen of the committee, I do not desire to make much of a statement, because the ground has been gone over by Judge Lawrence and others pretty thoroughly.

I wish to call the attention of the committee to the condition of the sheep industry in the Territory from which I come and show what the benefits of a tariff would be. There is no tariff now on wool, and practically none on sheep, although there is a 20 per cent ad valorem duty. That is practically no duty. The Territory of New Mexico, I think, is the best woolgrowing country in the United States. The climate, its location, and the grasses are all adapted to it. We had at one time about 6,000,000 sheep in the Territory. That was after the close of the war. Wool was nearly \$1 a pound. It costs about 15 or 20 cents freight to get it to market. Those sheep have been improved in quality, so that they produce probably more wool now than they did at that time, yet they have decreased in numbers.

Under the McKinley law we had about 3,000,000 sheep, which we have now. The product of the wool under the McKinley law was about 16,000,000 pounds, or averaging about \$3,000,000 to us annually at the rate which this wool sold, which was about 17 cents, on an average. Since the repeal of the McKinley law, or rather since the placing of wool on the free list, our wool has gone down until it ranges from 4½ to 8 cents a pound, an average difference of about 11 cents between the valuation



of the wool prior to the repeal of the McKinley law and since that time. So we think in the Territory of New Mexico that the specific duty of 11 and 12 cents practically measured the difference in the values of our wools. That is the matter of which we complain. Up to the present time it has not injured us very seriously, but we think it will in the future if it is continued. We think that if the duty should be restored upon this wool the third-class wool should not be placed under an ad valorem duty, but it should be made a specific duty. We furnish from the Territory of New Mexico some wools which come under the head of third-class wools; probably a third of the wools of that Territory come under that head, although many of those wools coming under third-class wools will go into the manufacture of cloth.

But we are near the border of Mexico, and lately a number of sheep have been imported from that country. Our sheep are the old Merino stock which have bred down for two hundred years and are now being bred up by being crossed with fine bucks. The sheep that come from Mexico produce a carpet wool. We desire to have a specific duty upon that carpet wool. The present duty has allowed most all carpet wools invoiced at less than 13 cents and a great portion at nearly 5 cents.

We do not believe that that was a fair appraisement of the values of any wools, especially Chinese wool, which has but little shrinkage. They are brought in at from 5 to 15 cents in valuation, and shrink less than our wools. We think that an appraisement of 5 cents—and that would only give \$1.60 per 100 duty—is hardly any protection to us. Those wools can be placed in the Boston market, paying all costs, freight and everything, at no greater cost than 1 cent a pound, while it costs us  $2\frac{1}{2}$  cents a pound. So we pay a cent and a half more than they, and they only pay \$1.60 a hundred at 1.6 cents a pound, and to put the duty so, we would only have an advantage of 10 cents a hundred, or one-tenth of a cent a pound, on account of this duty, which is no protection to the wool industry of New Mexico.

Now, it has been alluded to that if you place an adequate protection on the wool industry of the United States we can double our product in a given time—Judge Lawrence says four years. I don't think we can do it that soon. The experience is that a ranchman can double his herds in about five years. The fact is, he can put them on contract that they will be doubled in that time. The contractor agrees to take the flocks and return double the number to the owner in five years. Except in Texas, we have the least expense in caring for our herds. They run at large over the public domain, under the care of a herder, in bunches of about 3,000 each. Since the repeal of the McKinley law, however, owing to the depression in the value of our wools, they have been placed in larger herds.

Mr. McMILLIN. How many hands does it require to take charge of a herd of that size?

Mr. CATRON. One man and a boy will herd from 2,500 to 3,000 sheep. Since they have put them in herds of 5,000 they have two men and a boy or two boys and a man, and, in addition, two or three dogs.

Mr. McMILLIN. What does the labor cost per month?

Mr. CATRON. It costs about \$15 to \$18 a month for each hand and then the man who hires them.

Mr. McMILLIN. How about the boy?

Mr. CATRON. He is the same. The man furnishes all the rations and supplies, all the camp equipage.

Mr. McMILLIN. What would be the total cost for herding one of these herds of sheep?



Mr. CATRON. The total cost for a herd would be about \$1,200 to \$1 300 a year.

Mr. McMILLIN. How large would such a herd be?

Mr. CATRON. That would be about the cost for a herd of 3,000.

Mr. McMILLIN. How many pounds of wool would that herd yield on an average?

Mr. CATRON. The sheep of New Mexico yield about  $4\frac{3}{4}$  pounds to the sheep.

Mr. McMILLIN. One of your principal difficulties is your great distance from markets?

Mr. CATRON. That is one of the great difficulties.

Mr. McMILLIN. What is the cost in freight?

Mr. CATRON. The freight and other expenses about  $2\frac{1}{2}$  cents a pound.

The effect upon wool of the taking off of proper protection is to reduce it from 16 and 17 cents in price to 5, 6, and 7 cents. Another effect is upon the value of the sheep. They have been reduced in price from \$2.25 and \$3.50 per head down to 75 and 80 cents per head.

## PERMANENT TARIFF WANTED.

### STATEMENT OF MR. JESSE L. M. SMITH, OF LAYTON, UTAH.

WEDNESDAY, *January 6, 1897.*

Mr. SMITH said: Mr. Chairman and gentlemen of the committee, I am here representing a great number of sheep. Until yesterday I was the only man here west of the Mississippi River to attend the wool-growers' conference, and I have felt considerable responsibility on me because of this. I have been very much interested in what our friend here from New Mexico has said in regard to the sheep industry of New Mexico, and think what he has said will equally apply to the industry in Utah, from where I come.

I do not think it is the desire of the woolgrowers generally to have a tariff fixed that will be changed in two years or four years from now. I believe the general feeling among the Western people is that they should have something that will remain permanent, so that they will know what they have to-day they will have to-morrow, and so they can make a calculation upon their business that will not be overthrown by a change in the tariff.

I am not able to speak for the woolgrowers east of the Mississippi, because I believe the cost of producing wool east of that river is more than it is west of the Mississippi, but I am satisfied that any duty or any rate of tariff that you fix that will satisfy the woolgrowers east of the Mississippi will satisfy those west of the Mississippi.

The cost of producing wool is possibly a little more in Utah than in New Mexico, if the gentleman has stated his figures correctly, and I believe what would apply to Utah would apply to Montana, Idaho, and Wyoming in this respect. We endeavor to pay our herders fair wages, an average of probably \$30 a month and their board, taking the men and boys together. Now, what the woolgrowers of the West want is a specific duty. The general feeling is opposed to any *ad valorem* duty of any kind and we would rather, if there is a tariff of 8, 10, or 12 cents put on wool, that it would mean 8 to 12 cents than to open up holes through which wool could come in and thereby reduce that protection to us.



The woolgrowers of Utah think if they can get 15 cents a pound for their wool they can get along and improve their flocks. Any thing less would be inadequate protection to them. I do not say this figure will apply to the people east of the Mississippi River, because I believe that the cost of producing wool there is more than ours. Under these circumstances I believe they ought to have a higher rate of duty.

Mr. EVANS. What can you get now for your wool?

Mr. SMITH. The average price around Utah is something like 7 cents.

Mr. TURNER. You mean at the last spring clip?

Mr. SMITH. Yes, sir; we shear once a year.

Mr. TURNER. Where is your stock of wool now; in the hands of farmers or dealers?

Mr. SMITH. Most of it is in the hands of the dealers.

Mr. TURNER. Or is it in the factories?

Mr. SMITH. Considerable is in the hands of the producers yet.

Mr. TURNER. Not much?

Mr. SMITH. Yes.

Mr. TURNER. What proportion?

Mr. SMITH. I don't know. Quite a number have told me they had their clip on hand and unable to dispose of it.

Mr. EVANS. There is no money in it at all at 7 cents, is there?

Mr. SMITH. No, sir; there is no money in it in Utah at that figure. In fact, a majority of the woolgrowers have been losing money for the last few years. They have been holding on hoping that something would be done to restore prosperity to their business.

Mr. TURNER. That Utah wool, which you say was worth 7 cents at the spring clip, is worth about 11 cents in Boston?

Mr. SMITH. About 10 cents. It costs about 3 cents freight and commission and other expenses by the time you get to Boston.

Mr. TURNER. If that duty would artificially put up the price 12 cents, would it benefit the producers as much as the dealers?

Mr. SMITH. Why, yes.

Mr. TURNER. At this time—as to the last clip?

Mr. SMITH. Well, no; they would get a portion of it. Those who have their wools in the hands of men—of commission men—it would possibly help to some extent, if they did not dispose of it before they could receive the benefit of it. A considerable part of our wool has been sold direct.

Mr. STEELE. You say some is still in the hands of the producers. Supposing the price had been 7 cents and Mr. Bryan had been elected, how much would be in the hands of producers?

Mr. SMITH. I am not prepared to say that.

Mr. WHEELER. Don't you think the revival of all industries which would have resulted if Bryan had been elected, would have made all things rise in price?

Mr. SMITH. No, sir.

Mr. TAWNEY. You stated that a duty of adequate protection to Eastern producers would be satisfactory to the Western producers.

Mr. SMITH. Yes, sir.

Mr. TAWNEY. Do you base that on the fact that the difference in cost in producing wool in the East and producing it in the West is overcome by the difference in cost of transportation, or do you attribute it to any other condition in the production of wool?

Mr. SMITH. I believe we can raise wool and pay the transportation to Boston and Philadelphia, and still raise it cheaper than the Eastern people can.



Mr. McMILLIN. You think they are doomed to go under in competition with your people?

Mr. SMITH. Yes, sir.

Mr. TURNER. Are you committed to the scheme of Judge Lawrence, president of the Wool Growers' Association?

Mr. SMITH. Not in all respects. I am opposed to a double duty on skirted wool and to the addition of 1 cent a year until a maximum of 15 cents is reached.

Mr. McMILLIN. Your wool now sells at about 7 cents?

Mr. SMITH. Yes, sir. I am in favor of something that will bring our wool to 15 cents a pound. I think that would be adequate.

Mr. TURNER. You would want about 8 cents, then, of the tax added to your price.

Mr. WHEELER. Something was said about moths injuring wool. How much of a trouble is that?

Mr. SMITH. I am not prepared to say. The wool dealers can tell you more than I can about that. What I have reference to is, we want a protective benefit of 8 cents. I do not claim 8 cents a pound would give us that benefit. I am not prepared to say whether it would or not, but if it would, it would be sufficient for the Western woolgrower. It is generally believed that 8 cents protection would not mean 8 cents more to us in our price, but that it would only mean something in the neighborhood of 6 cents.

## NOILS AND WASTE.

### STATEMENT OF WILSON H. BROWN, OF PHILADELPHIA.

WEDNESDAY, *January 6, 1897.*

Mr. BROWN said: Mr. Chairman and gentlemen of the committee, I appear before you to-day as a manufacturer, representing certain manufacturers engaged in the manufacturing of woolen goods in the city of Philadelphia. We do not come here to antagonize the wool men nor to antagonize any other interest, but we felt that it was our duty, in the protection of our interest and the protection of our men, who depend on us as employees, to appear here and give you our ideas as to the duty that should be placed on noils and waste to enable us to compete with other manufacturers in this country.

In 1890 the tariff was placed at 30 cents a pound, which was practically prohibitory. That item in 1890 included noils and wastes, shoddy, and everything of that description. You have heard to-day what worsted-top is; you are probably familiar with worsted and noil, and know that noil is a by-product of a worsted manufacture. It is the short wool out of the fleece in the making of that top which the manufacturer of worsted yarn can not use, which noil comes to the woolen manufacturer to work into fabrics for sale. We have different machinery from the worsted men; some wools they use we can not use. This by-product we can use.

If you pass a bill providing a duty similar to that of 1890 you will place us at a great disadvantage to go out into the market and compete with these worsted manufacturers. A worsted fabric has generally been accepted as being preferable to a wool fabric. You are all acquainted with the difference in the fabrics. If there is a prohibitory duty placed upon noils and waste, which are practically, or to a certain extent, raw material, you put us in the position of having our goods so



near the price of worsted that in the purchase of them our goods will be discriminated against. The people won't see the value. Gentlemen contend that noils are actually wool. They are shoddy wool, it is true, but they are wool, and we are compelled to use it. It will place us in the position of being discriminated against, because any man who went to buy and had offered him two pieces of goods, one of wool and one of worsted, if the prices were about the same, would pick out the worsted.

We have prepared a petition, which we want to present, embodying our ideas of what shall be placed on noils and waste.

Mr. TURNER. Do you know anything about shoddy?

Mr. BROWN. Just a little.

Mr. TURNER. Do you handle it or use it in your business?

Mr. BROWN. Yes, sir; we sometimes use it.

Mr. TURNER. Isn't there a greater amount of waste in the cloth by the use of your wool?

Mr. BROWN. Yes, sir.

Mr. TURNER. Why is that?

Mr. BROWN. That is because the fibers in it are much shorter.

Mr. TURNER. And they drop out and fall away?

Mr. BROWN. Yes.

Mr. TURNER. I had an idea that you still used a sort of carbonizing process. Is that true?

Mr. BROWN. Yes, sir.

Mr. TURNER. Does that involve further waste?

Mr. BROWN. Do you know what it is used for?

Mr. TURNER. I know it is a part of the process.

Mr. BROWN. The process of carbonizing is the treatment of the fabric composed partially of wool and partially of cotton to kill the cotton and leave the wool by itself.

Mr. TURNER. The loss of what is called shoddy commercially, isn't it?

Mr. BROWN. Yes, sir; that produces a shoddy. The loss in that won't be any greater than a shoddy manufactured direct from the rag.

Mr. TURNER. So that article of shoddy which has been treated in that way involves a greater loss than the use of scoured wool?

Mr. BROWN. Yes.

Mr. TURNER. A much larger loss?

Mr. BROWN. Yes.

Mr. TURNER. Can you give us an estimate of that?

Mr. BROWN. The difference, I should say, would amount to about 7 to 8 per cent in excess of that of scoured wool.

Mr. TURNER. I believe some gentlemen who preceded you said it was about like scoured wool. What about the shoddy when thus treated not being a healthy kind of material to make clothing for the poorer classes?

Mr. BROWN. It is all disinfected. Some of the finest broadcloths are made of shoddy. In some dress suits the chief component is shoddy.

I am proposing, in our petition here, a tariff duty of 10 cents per pound on noils, wool, and waste.

Mr. Brown read the following petition:

The undersigned, woolen spinners and manufacturers, appeal to you, in the consideration of a tariff bill, for the proper and sufficient protection of their interests, and respectfully call your attention to the discrimination against our interests, and through us the interests of a large number of workmen.

In paragraph 388, Schedule K, tariff of 1890, there is a prohibitory duty placed upon the material chiefly used by us and produced by the spinner of worsted yarns. This places the spinner and manufacturer of worsted in a position to exclude us from competition with them in our market.



We respectfully ask that, in consideration of this tariff, the duty upon noils and yarn waste be not made higher than that on the unwashed wool from which they come.

On top waste, slubbing waste, roving waste, and ring waste, not over double that of the unwashed wool from which it comes.

Garnetted waste, carbonized noils, carbonized waste, all wastes and noils that have been changed from their original conditions, to be made not over three times the duty on unwashed wool.

THE LEICESTER MILLS COMPANY and 48 others.

## SKIRTED WOOLS.

### STATEMENT OF MR. JOHN RIDGEWAY, OF PHILADELPHIA.

WEDNESDAY, *January 6, 1897.*

Mr. Chairman and gentlemen of the committee, I am here to speak a few words in behalf of a man never mentioned at all to-day. Of course he is a workingman and does not cut much of a figure. I would make a few remarks upon skirted wools and the effect it has upon wool sorters who have to earn a livelihood by sorting. The chairman this morning stated that the imports of Australian wool to this country during the past year would amount to about 8,000,000 pounds. I have seen the day when every pound of that wool would have been sorted out. It is a question now as to the amount of Australian wool that is sorted. The question would arise between the skirted wools. I have seen in more than one mill during this past term thousands of bales of skirted Australian wool brought to the track, then to the wool washer, and it never cost a mill as far as sorting was concerned. This is not in one mill alone. I have experienced it in two mills personally in the four years. What kind of protection is that to a workingman? To-morrow you will have these manufacturers come here. There are several in the room now. I have worked for them and they know me. They will come here to-morrow and they will ask for their protection, and at the same time they are affording skilled labor in Australia work. Their own employees are walking up and down the streets of Philadelphia and some of them actually wanting for the necessities of life. When this clause comes up, gentlemen, I sincerely trust you will give it mature consideration and try to do a little for the workingman as well as benefiting the manufacturer and dealer.

Mr. GROSVENOR. How do you want it to be?

Mr. RIDGEWAY. That is a question for you to decide. I want you to make it so we can work.

Mr. DOLLIVER. Would you prevent the Australians from skirting their wools?

Mr. RIDGEWAY. I would.

Mr. DOLLIVER. Do you want a prohibitory duty on Australian wool?

Mr. RIDGEWAY. I should if it is being manipulated.

Mr. TAWNEY. When did this condition you have described in Philadelphia begin—since 1893 or 1894?

Mr. RIDGEWAY. They have suffered more since 1893. I have had an experience of thirty-one years in this country as a wool sorter, working from Hartford, Conn., to Milwaukee, and I worked in the majority of the good mills in this country. In that thirty-one years of experience I have never seen men of my craft suffer and lose as much time as they have done these past three years.



Mr. WHEELER. Combing mills or wool mills?

Mr. RIDGEWAY. Combing mills.

Mr. TURNER. All classes have suffered during this time, have they not?

Mr. RIDGEWAY. Yes, sir. I do not attribute all the suffering to the sorting of Australian wools.

## SKIRTED AND UNSKIRTED WOOL.

### STATEMENT OF MR. C. M. HALL, OF CADIZ, OHIO.

WEDNESDAY, *January 6, 1897.*

Mr. Chairman and gentlemen of the committee, I suppose I come from a county in that part of Ohio that produces more wool to the acre than any country in the world, and I suppose, leaving out western Pennsylvania, which is almost contiguous to us being just across the Ohio River, our section produces the highest-priced wool. I appear here both as a woolgrower and a wool buyer. I am both, and pretty largely both. I do not come here as an expert, but after an experience of thirty years in buying wools I think I know something about the wools of my country.

We called a meeting on last Saturday in our county. It was advertised through the county press and was held for the purpose of getting an expression of the woolgrowers. The meeting was a nonpartisan meeting, and I am glad to say we had a great many Democrats at that meeting who took an active part in it. There were expressions as to what we ought to have.

We considered at what rate of duty we could afford to grow this kind of wool. I have differed with Judge Lawrence. The farmers of that vicinity want a bill framed a little upon the line suggested by Mr. Smith. We want rest awhile and not turmoil, and we hope this committee will give us a bill that will not be a selfish bill. Make it as nearly unselfish as you can, but above all one that will stand.

Now, in regard to the position of Judge Lawrence as to skirting wool. I would like to have something added like this. I do not believe you have got just at a proper understanding in regard to the difference of the real value between skirted wool and unskirted wool. The manufacturer will make that just as little as possible. I say I come here as a person wanting a conservative bill, but I believe it is the duty of this committee to get a little more light upon that subject; that is, the difference between the price of skirted and unskirted wool. I don't think my friend got about that matter right.

Mr. SMITH. I tried to.

Mr. HALL. Well, from his standpoint, perhaps, he did. I expect he is meaning to be as fair as I am; but I would like this committee to get a little more exact information upon that subject. If what I say is true, then I should think there should be a little additional duty put upon that foreign wool known as skirted wool—a very slight amount—the difference between the cost of skirted and unskirted in this market. I do not think there is anything unfair in that proposition.

I believe I would indorse the balance of what Judge Lawrence proposed.



**STATEMENT OF MR. WILLIAM WHITMAN, OF BOSTON, TREASURER  
OF THE ARLINGTON WORSTED MILLS.**

THURSDAY, *January 7, 1897.*

Mr. WHITMAN said: Before coming here the matter of skirting wools was brought to my attention, and while I had some knowledge, gained from experience, I thought I would like to be able to speak (to the woolgrowers more particularly) with accuracy, so I made very careful investigation, and I have here two or three tables which I will simply explain and leave with the committee.

The first is as to the amount of these skirts. I will further say that we use these Australian wools very largely—a great many million pounds a year——

The CHAIRMAN. Mr. Whitman is the treasurer of the Arlington Worsted Mills, one of the largest mills in the country.

Mr. WHITMAN. All of the Australian wools that we use are skirted wools; some of them are bought in the country where produced and some of them are bought in the principal markets of the world, such as London. I went over the catalogue of the public sales in Melbourne which are published in the Australian wool circular for the season of 1895-96, and out of 3,967 bales of Victoria wool there were 411 bales of rejection, equivalent to 10.4 per cent. The rejection varied in the different clips from  $4\frac{1}{2}$  to 15 per cent.

The CHAIRMAN. What do you mean by rejections?

Mr. WHITMAN. I mean what was taken off in skirts, locks, bellies, etc. Those are the technical terms used. Out of 4,434 bales of Sidney wools there were 474 bales of rejection—an average of 10.4 per cent. In this paper which I shall leave I give the marks of the different clips, so if any doubter wishes to verify the statement it can be done. These rejections are sold for about one-half the value of the remaining part of the fleece.

To determine how much less the skirted fleece would shrink because of these rejections I have made the table which I have marked Table A. This table has estimated shrinkage of unskirted Australian wools, based upon an established shrinkage of skirted wools. Now, take a wool beginning with a shrinkage of 50 per cent and going up to 60 per cent, estimating the difference in shrinking between the skirted fleece and the rejection, in some cases calculating it at a difference of 10 per cent and in some cases higher than 20 per cent, and the lesson which I draw from this table, which I will leave with the committee, is this: That the diminished shrinkage, because of this process of skirting which is carried on in Australia, amounts to not over  $2\frac{1}{2}$  per cent. That is the difference in shrinkage. Then I have made another table, which is marked Table A A, trying to ascertain how much the value of the skirted fleece was increased by reason of these rejections, beginning with wool costing 12 cents a pound in Australia and going up to 20 cents a pound. The lesson that I draw upon this table is that the increase of the value of the skirted fleece, by reason of these rejections being sold at one-half less, is equivalent to 5 per cent of the original cost, and I am quite sure that those tables are accurate.

My experience is that skirting is not quite so thoroughly done now as it was a few years ago. I think that arises from this fact: That the growers of the wool have found that the skirting process has been carried rather beyond the pay they get for it. Of course, this increased



price is paid for by the buyer. Take one case, to explain what I mean: Supposing, in the case of the 20-cent wool, if it was skirted 10 per cent it would be equivalent to paying 19 cents for it in its original state. Instead of paying 19 cents for it now, in its original state, he pays an additional cent because it is skirted. This skirting was originally begun because of the Australian burr, which is said to have been taken to Australia from South America, and it was to take out the burry parts of the fleece. That was the origin; and then later it was done to make the wool more uniform and more slightly, in order that this defective wool would not govern the price of the whole bale.

Mr. EVANS. Do you manufacture woolens or worsteds?

Mr. WHITMAN. Worsteds.

Mr. EVANS. I am not well posted, but if I understand, the difference between what we call woolens and worsteds has its origin in the method of treating the wool before it is spun into thread, is it not?

Mr. WHITMAN. Yes.

Mr. EVANS. What class of wools do you use mostly in worsteds?

Mr. WHITMAN. Do you mean what class our mill uses?

Mr. EVANS. Manufacturers generally.

Mr. WHITMAN. The greater part of the wool is what is known as combing wool, but it embraces all classes above a carpet wool.

Mr. EVANS. All except carpet wool?

Mr. WHITMAN. We do not call them carpet wools, but worsteds are made out of carpet wools; that is, the term worsted is applied to a carpet yarn, just as to a worsted yarn.

Mr. TURNER. I did not hear the first part of your statement, but have you indicated any rate of duty that you desire on wool, woolen fabrics, and worsteds?

Mr. WHITMAN. No, sir. I was only asked by the chairman to explain in reference to skirted wools.

Mr. TURNER. Have you any objections to stating your views about what the schedule should be, if you have views on the subject. You are the treasurer of a large woolen mill, I believe?

Mr. WHITMAN. Yes. I have no views to express.

Mr. TURNER. Either as to the duty on wool or as to the compensatory or protective duty to manufacturers?

Mr. WHITMAN. I should expect as a manufacturer to be compensated for any duty that may be placed upon wool.

Mr. TURNER. But you can not give any rate or suggest any figures from your experience as to what would be good advice to the committee on the subject?

Mr. WHITMAN. I have none to make at this moment. I did not expect to be questioned in regard to this matter.

Mr. TURNER. These gentlemen are here to try to arrange a satisfactory tariff, and a man of your large experience ought to be able to advise them if you were so disposed. You are not so disposed, I understand.

Mr. WHITMAN. I do not feel just at this moment that I am in a position to give this committee such advice in reference to a duty on wool as would really be of any service to them.

Mr. TURNER. If I may press the inquiry a little further—if it is disagreeable to you I will be glad to withdraw it—is not the reason of your reticence the fact that you want to confer with other interests involved in this matter, and arrange this business outside of the committee?

Mr. WHITMAN. No, sir; I do not expect to do that.

Mr. TURNER. You are simply waiting, and willing to take whatever comes?



Mr. WHITMAN. I think as a manufacturer I am placed in this position; that it is not for me to attempt to direct this committee in reference to a duty on wool.

Mr. TURNER. Suppose you say advise this committee, instead of direct.

Mr. WHITMAN. I will change the word to advise, and when the committee makes up its mind in reference to a rate it will impose upon wool I would be glad to render any service I may be able to render to arrange the goods schedule in conformity to it.

Mr. TURNER. And those of us who can not be at this conference may not have the benefit of your valuable advice.

Mr. WHITMAN. I can not fix the rate for an industry in which I am not engaged. I can not advise publicly in reference to an industry in which I am not engaged. I have no knowledge of woolgrowing.

Mr. TURNER. But you have been a wool manufacturer, and they are associated under the present arrangement, I believe.

Mr. WHITMAN. Yes, sir.

Mr. TURNER. You say you could not advise publicly. Why do you say publicly?

Mr. WHITMAN. Because I think a man can entertain all kinds of views preparatory to finally making up his mind, and that a man ought not to express publicly any views until he has absolutely made up his mind.

Mr. TURNER. Then you have not made up your mind?

Mr. WHITMAN. I have not.

The CHAIRMAN. A woolgrower desires to ask a question.

Mr. HALL. In making the statement that skirted wool has been increased in price 1 cent per pound more by that you say you base that on two prices—20-cent and 10 cent wool. It seems to me that if the proportions were not the same that would hardly be a fair statement of the case. I would like to know what proportions those were—what proportion was 20-cent wool and what for low-priced wool?

Mr. WHITMAN. I began with wool at 12 cents a pound. The first demonstration is with skirt rejections of 5 per cent. The second is 16-cent wool, the third 18, and the fourth 20 cent wool. This table shows that skirted fleece has been increased in value by skirting from three-tenths of a cent to 1.2 cents, an average of about 5 per cent. I pursued the same method in wool costing 16 cents. This table shows that skirted fleece has been increased in value by skirting from 1.4 cents to 1.6 cents, an average of about 5 per cent. I have pursued the same method with wools costing 18 cents per pound. This table shows that the skirted fleece has been increased in value by skirting from 0.25 of a cent per pound to 1.8, an average of about 5 per cent. The next (table B B), shows that the skirted fleece has been increased in value by skirting from one-half of 1 cent per pound to 2 cents per pound, an average of about 5 per cent. As a matter of fact, there are very few wools skirted to such an extent as 20 per cent.

Mr. Whitman's tables are as follows:

TABLE A.

*Estimated shrinkage of unskirted Australian wools, based upon established shrinkages of skirted wools.*

| 50 PER CENT SHRINKAGE.                                    |     | Per cent. |
|-----------------------------------------------------------|-----|-----------|
| 95 pounds skirted wool, at 50 per cent shrinkage.....     | 47½ |           |
| 5 pounds skirt rejections, at 60 per cent shrinkage ..... | 3   |           |
| Total shrinkage of unskirted wool.....                    | 50½ |           |



|                                                            | Per cent. |
|------------------------------------------------------------|-----------|
| 90 pounds skirted wool, at 50 per cent shrinkage.....      | 45        |
| 10 pounds skirt rejections, at 60 per cent shrinkage ..... | 6         |
| Total shrinkage of unskirted wool .....                    | 51        |
| 80 pounds skirted wool, at 50 per cent shrinkage.....      | 40        |
| 20 pounds skirt rejections, at 60 per cent shrinkage ..... | 12        |
| Total shrinkage of unskirted wool .....                    | 52        |
| 80 pounds skirted wool, at 50 per cent shrinkage. ....     | 40        |
| 20 pounds skirt rejections, at 65 per cent shrinkage.....  | 13        |
| Total shrinkage of unskirted wool .....                    | 53        |

This table shows that the unskirted wools shrink from one-half of 1 per cent to 3 per cent more than the skirted.

TABLE B.

## 52 PER CENT SHRINKAGE.

|                                                           | Per cent. |
|-----------------------------------------------------------|-----------|
| 95 pounds skirted wool, at 52 per cent shrinkage.....     | 49.40     |
| 5 pounds skirt rejections, at 60 per cent shrinkage.....  | 3         |
| Total shrinkage of unskirted wool.....                    | 52.40     |
| 90 pounds skirted wool, at 52 per cent shrinkage.....     | 46.80     |
| 10 pounds skirt rejections, at 60 per cent shrinkage..... | 6         |
| Total shrinkage of unskirted wool.....                    | 52.80     |
| 80 pounds skirted wool, at 52 per cent shrinkage.....     | 41.60     |
| 20 pounds skirt rejections, at 60 per cent shrinkage..... | 12        |
| Total shrinkage of unskirted wool.....                    | 53.60     |
| 80 pounds skirted wool, at 52 per cent shrinkage.....     | 41.60     |
| 20 pounds skirt rejections, at 65 per cent shrinkage..... | 13        |
| Total shrinkage of unskirted wool.....                    | 54.60     |
| 80 pounds skirted wool, at 52 per cent shrinkage.....     | 41.60     |
| 20 pounds skirt rejections, at 70 per cent shrinkage..... | 14        |
| Total shrinkage of unskirted wool.....                    | 55.60     |

This table shows that the unskirted wools shrink from four-tenths of 1 per cent to 3.6 per cent more than the skirted.

TABLE C.

## 56 PER CENT SHRINKAGE.

|                                                           | Per cent. |
|-----------------------------------------------------------|-----------|
| 95 pounds skirted wool, at 56 per cent shrinkage.....     | 53.20     |
| 5 pounds skirt rejections, at 65 per cent shrinkage.....  | 3.25      |
| Total shrinkage of unskirted wool.....                    | 45        |
| 90 pounds skirted wool, at 56 per cent shrinkage.....     | 50.40     |
| 10 pounds skirt rejections, at 65 per cent shrinkage..... | 6.50      |
| Total shrinkage of unskirted wool.....                    | 56.90     |
| 80 pounds skirted wool, at 56 per cent shrinkage.....     | 44.80     |
| 20 pounds skirt rejections, at 65 per cent shrinkage..... | 13        |
| Total shrinkage of unskirted wool.....                    | 57.80     |



# 1594 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

|                                                           | Per cent. |
|-----------------------------------------------------------|-----------|
| 80 pounds skirted wool, at 56 per cent shrinkage.....     | 44. 80    |
| 20 pounds skirt rejections, at 70 per cent shrinkage..... | 14        |
| Total shrinkage of unskirted wool.....                    | 58. 80    |
| 80 pounds skirted wool, at 56 per cent shrinkage.....     | 44. 80    |
| 20 pounds skirt rejections, at 75 per cent shrinkage..... | 15        |
| Total shrinkage of unskirted wool.....                    | 59. 80    |

This shows that the unskirted wools shrink from forty-five one-hundredths of 1 per cent to 3.8 per cent more than the skirted.

TABLE D.

## 60 PER CENT SHRINKAGE.

|                                                           | Per cent. |
|-----------------------------------------------------------|-----------|
| 95 pounds skirted wool, at 60 per cent shrinkage.....     | 57        |
| 5 pounds skirt rejections, at 70 per cent shrinkage.....  | 3½        |
| Total shrinkage of unskirted wool.....                    | 60½       |
| 90 pounds skirted wool, at 60 per cent shrinkage.....     | 54        |
| 10 pounds skirt rejections, at 70 per cent shrinkage..... | 7         |
| Total shrinkage of unskirted wool.....                    | 61        |
| 80 pounds skirted wool, at 60 per cent shrinkage.....     | 48        |
| 20 pounds skirt rejections, at 70 per cent shrinkage..... | 14        |
| Total shrinkage of unskirted wool.....                    | 62        |
| 80 pounds skirted wool, at 60 per cent shrinkage.....     | 48        |
| 20 pounds skirt rejections, at 75 per cent shrinkage..... | 15        |
| Total shrinkage of unskirted wool.....                    | 63        |
| 80 pounds skirted wool, at 60 per cent shrinkage.....     | 48        |
| 20 pounds skirt rejections, at 80 per cent shrinkage..... | 16        |
| Total shrinkage of unskirted wool.....                    | 64        |

This shows that the unskirted wools shrink from one-half of 1 per cent to 4 per cent more than the skirted.

TABLE A A.

*Estimated increase of price of skirted Australian fleece wools, by reason of the skirted rejections selling at one-half the value of the skirted fleece.*

## WOOL COSTING 12 CENTS A POUND AT PLACE OF PURCHASE.

|                                             |          |
|---------------------------------------------|----------|
| 95 pounds skirted fleece, at 12 cents.....  | \$11. 40 |
| 5 pounds skirt rejections, at 6 cents.....  | . 30     |
|                                             | 11. 70   |
| \$11.70 = 11.70 cents per pound.            |          |
| 90 pounds skirted fleece, at 12 cents.....  | 10. 80   |
| 10 pounds skirt rejections, at 6 cents..... | . 60     |
|                                             | 11. 40   |
| \$11.40 = 11.40 cents per pound.            |          |
| 80 pounds skirted fleece, at 12 cents.....  | 9. 60    |
| 20 pounds skirt rejections, at 6 cents..... | 1. 20    |
|                                             | 10. 80   |
| \$10.80 = 10.80 cents per pound.            |          |

This table shows that the skirted fleece has been increased in value by skirting from three-tenths of 1 cent to 1.2 cents, an average of about 5 per cent.



TABLE B B.

## WOOL COSTING 16 CENTS A POUND AT PLACE OF PURCHASE.

|                                            |          |
|--------------------------------------------|----------|
| 95 pounds skirted fleece, at 16 cents..... | \$15. 20 |
| 5 pounds skirt rejections, at 8 cents..... | . 40     |
|                                            | <hr/>    |
|                                            | 15. 60   |

\$15.60=15.60 cents per pound.

|                                             |        |
|---------------------------------------------|--------|
| 90 pounds skirted fleece, at 16 cents.....  | 14. 40 |
| 10 pounds skirt rejections, at 8 cents..... | . 80   |
|                                             | <hr/>  |
|                                             | 15. 20 |

\$15.20=15.20 cents per pound.

|                                             |        |
|---------------------------------------------|--------|
| 80 pounds skirted fleece, at 16 cents.....  | 12. 80 |
| 20 pounds skirt rejections, at 8 cents..... | 1. 60  |
|                                             | <hr/>  |
|                                             | 14. 40 |

\$14.40=14.40 cents per pound.

This table shows that the skirted fleece has been increased in value by skirting from four-tenths of 1 cent to 1.6 cents, an average of about 5 per cent.

TABLE C C.

## WOOL COSTING 18 CENTS A POUND AT PLACE OF PURCHASE.

|                                            |          |
|--------------------------------------------|----------|
| 95 pounds skirted fleece, at 18 cents..... | \$17. 10 |
| 5 pounds skirt rejections, at 9 cents..... | . 45     |
|                                            | <hr/>    |
|                                            | 17. 55   |

\$17.55=17.55 cents per pound.

|                                             |        |
|---------------------------------------------|--------|
| 90 pounds skirted fleece, at 18 cents.....  | 16. 20 |
| 10 pounds skirt rejections, at 9 cents..... | . 90   |
|                                             | <hr/>  |
|                                             | 17. 10 |

\$17.10=17.10 cents per pound.

|                                             |        |
|---------------------------------------------|--------|
| 80 pounds skirted fleece, at 18 cents.....  | 14. 40 |
| 20 pounds skirt rejections, at 9 cents..... | 1. 80  |
|                                             | <hr/>  |
|                                             | 16. 20 |

\$16.20=16.20 cents per pound.

This table shows that the skirted fleece has been increased in value by skirting from forty-five one-hundredths of 1 cent per pound to 1.8 cents, an average of about 5 per cent.

TABLE D D.

## WOOL COSTING 20 CENTS A POUND AT PLACE OF PURCHASE.

|                                             |          |
|---------------------------------------------|----------|
| 95 pounds skirted fleece, at 20 cents.....  | \$19. 00 |
| 5 pounds skirt rejections, at 10 cents..... | . 50     |
|                                             | <hr/>    |
|                                             | 19. 50   |

\$19.50=19.50 cents per pound.

|                                              |        |
|----------------------------------------------|--------|
| 90 pounds skirted fleece, at 20 cents.....   | 18. 00 |
| 10 pounds skirt rejections, at 10 cents..... | 1. 00  |
|                                              | <hr/>  |
|                                              | 19. 00 |

\$19=19 cents per pound.

|                                              |        |
|----------------------------------------------|--------|
| 80 pounds skirted fleece, at 20 cents.....   | 16. 00 |
| 20 pounds skirt rejections, at 10 cents..... | 2. 00  |
|                                              | <hr/>  |
|                                              | 18. 00 |

\$18=18 cents per pound.

This table shows that the skirted fleece has been increased in value by skirting from one-half of 1 cent per pound to 2 cents per pound, an average of about 5 per cent.



## 1596 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

*Table showing proportion of skirts taken from skirted wools.*

## VICTORIA.

| Marks.                      | Total clip. | Locks, skirts, and bellies. |           |
|-----------------------------|-------------|-----------------------------|-----------|
|                             | Bales.      | Bales.                      | Per cent. |
| Borambil.....               | 600         | 26                          | 4.5       |
| Ingleby.....                | 421         | 29                          | 6.9       |
| Bringalbert.....            | 119         | 10                          | 8.4       |
| Austin Borri Yallock.....   | 613         | 92                          | 15        |
| Mount Sturgeon.....         | 341         | 18                          | 5.2       |
| H. W. S.....                | 99          | 14                          | 14.2      |
| H. & C. D. Wallwalla.....   | 1,079       | 149                         | 13.8      |
| I. M. P. Nerrin Nerrin..... | 695         | 73                          | 10.5      |
| Total .....                 | 3,967       | 411                         | 10.4      |

Fleeces sold from 7d. to 10d. per pound; locks, skirts, and bellies sold from 3d. to 5d. per pound.

## TASMANIA.

|                 |     |    |      |
|-----------------|-----|----|------|
| Cranbrook ..... | 35  | 6  | 17.1 |
| D .....         | 69  | 11 | 16   |
| Total .....     | 105 | 17 | 16.2 |

Fleeces sold from 9d. to 9½d.; skirts sold from 3d. to 6d.

## SYDNEY.\*

|                              |       |     |      |
|------------------------------|-------|-----|------|
| A. L. S. N. Canonbar.....    | 2,392 | 185 | 7.7  |
| H. & Co. Wellbondongah ..... | 982   | 200 | 20.4 |
| Amos Tulloona.....           | 1,060 | 89  | 8.4  |
| Total.....                   | 4,434 | 474 | 10.7 |

Fleeces sold from 6½d. to 9½d.; skirts sold from 3d. to 5d.

## SOUTH AMERICAN.

|                         | Pounds. | Price. |
|-------------------------|---------|--------|
|                         |         | Pence. |
| Fleece .....            | 59,300  | 6½     |
| Bellies and pieces..... | 5,800   | 2½     |
| Total .....             | 65,100  | .....  |

Bellies and pieces, 8.8 per cent.

By bellies and pieces is meant locks, skirts, and bellies.

The figures with reference to the Victoria, Tasmania, and Sydney wools are taken from "The Australian Wool Circular," containing the catalogues of the Australian wool sales held in New South Wales, South Australia, and Victoria during the season of 1895-96.

The figures in reference to South American wool are taken from "The History and Present State of the Sheep-Breeding Industry in the Argentine Republic," by Herbert Gibson, published in Buenos Ayres, 1893.

## STATEMENT SUBMITTED BY THE CALIFORNIA DELEGATION.

California is largely interested in the sheep business. To illustrate the effect of the change in the tariff on wool, we call the attention of the committee to the fact that in one county (which we believe to be a fair example) the number of sheep in 1892 was 215,123 head, while in 1896 the number is 127,907 head. Hundreds of ranches heretofore devoted to sheep business are unoccupied and abandoned.

Wool sold in 1892 for 19 to 22 cents per pound; since the change in



the tariff wool has sold for 6 to 11 cents per pound. Much of the clip could not be sold at these figures.

From conversation had with persons engaged in this business we are satisfied that but for the hope that the former tariff would be restored, nearly, if not all, would go out of the business.

We ask the restoration of the tariff of 1890 on wool.

#### MEMORIAL SUBMITTED BY THE CALIFORNIA WOOL ASSOCIATION.

SAN FRANCISCO, CAL., *December 28, 1896.*

##### COMMITTEE ON WAYS AND MEANS:

We wish to call your attention and careful consideration to the following facts concerning the wool industry: The decrease in the clip of the United States for the year 1895 was enormous, and for 1896 will be yet more disastrous. In addition to this enormous falling off in production, prices have fallen so low that it no longer pays the cost of growing. In many instances in our State during the past two years, well-known woolgrowers have offered their fall clip of wool to anyone who would shear and take it away, because the expenses of shearing and marketing were greater than its value, thus showing the deplorable condition of the wool industry. Owing to this serious condition of affairs the California wool clip will show a loss for 1896 of fully 6,000,000 pounds, and the decline in the value of sheep has been about 70 per cent.

Prices of spring California wool before the Wilson tariff ranged from 12 to 22 cents; now range from 4 to 12 cents; fall California wool before the Wilson tariff ranged from 7 to 15 cents; now range from 2 to 9 cents; scoured wool before the Wilson tariff ranged from 30 to 55 cents; now range from 12 to 30 cents.

The manufacturing interests of the country have also suffered greatly. Our domestic manufacturers can not successfully compete with the low wages paid labor in foreign countries. Wages in England are much lower than in the United States, and in France and Germany still lower.

Japan is rapidly becoming a manufacturing nation. The wages are absurdly low, being from 38 cents a day for their best operators down to 3 cents and 5 cents for unskilled labor.

The immense importations of wool, shoddy, waste, etc., have lessened the demand for raw material, labor, and manufactured product, to the detriment of the entire population of the United States. The effect of this has been to enforce idleness, and to stop nearly 75 per cent of the woolen machinery in the United States within the past year. There are in the State of California alone seven scouring mills, employing from 400 to 500 hands, which have been very disastrously affected by the enormous importations of scoured wool from foreign countries.

A thorough protective tariff for both wool and woolens, with specific and not ad valorem duty for wool, and a combined specific and ad valorem duty for goods, neither to be less than the McKinley tariff, will insure reasonable prosperity for our whole country.

I. R. HALL,  
A. C. SCHUSINGER,  
M. S. KOSHLAND,  
*Committee.*



**STATEMENT SUBMITTED BY HON. L. DANFORD, A REPRESENTATIVE  
FROM THE STATE OF OHIO.**

WASHINGTON, D. C., *January 11, 1897.*

COMMITTEE ON WAYS AND MEANS:

My apology for appearing before you is the fact, mainly, that I represent a district in eastern Ohio comprising five counties, with a population in 1890 of a little over 135,000 people. The population was nearly two-thirds of it engaged in agricultural pursuits, generally small farming. In 1891 we had on our farms in this district 513,500 head of sheep, producing 2,798,151 pounds of wool, bringing the farmers in their barns and wool houses \$895,406. These values are taken mainly from the returns of assessors. In 1896 our sheep numbered 273,495, a loss of 240,000 sheep in five years. We produced 1,481,541 pounds of wool in 1896, a decrease in the number of pounds of 1,316,610. Our wool brought our farmers \$222,228 in 1896, a loss of \$673,178 in five years.

I would not parade the grievances of my constituents before the committee if I did not believe it was in a measure, at least, the condition of woolgrowing generally in the United States. The farmers of my district in 1891 received an average of about 32 cents a pound for their wool; in 1892 an average of about 28 cents a pound; in 1896 the average has fallen below 15 cents, and the industry has been practically destroyed. A loss of \$673,178 annually on the wool clip of this single Congressional district is a loss to those engaged in agricultural pursuits of almost everything they have heretofore made. The remainder of the population of the district are engaged mainly in making iron, steel, tin plate, glass, and the like, and quite a number of small farmers are engaged in raising vegetables and other heavy produce to supply the mills and factories of the district. But those who live back from the river front and from the immediate neighborhood of the mills have been depending entirely, in years past, upon their wool clip for money with which to pay their taxes and for money with which to meet the current expenses of the farm.

I do not think that this committee will think of lowering the present rate of duties in any direction. The logic of the last election leads us in an opposite direction. The nomination and election of McKinley, together with a Republican House of Representatives, means an increase rather than a diminution in customs duties. The platform of the party declared in favor of "adequate protection" to all of our industries. The position of our candidate for the Presidency was well known, especially well known as to the particular industry now under consideration.

Iron, steel, and kindred industries still live; so, in a sort of half way, can textile manufacturers; by importing 20,000,000 pounds of shoddy and working it up with our cheaper wools they manage to run their mills on part time, or at least a part of the mills are running on part time, and attempting to compete with the cheaper labor and cheaper capital of other countries. The wool industry has been totally destroyed. Our Ohio flocks—and the committee will pardon me for referring to this question in a local way—average from  $5\frac{1}{4}$  to  $5\frac{1}{2}$  pounds of wool, at an average price of  $19\frac{1}{2}$  cents per pound; the fleece of a healthy sheep would bring about 90 cents. This is scarcely ample to bring the animal through the season; the farmer has nothing for his labor when he comes to sell his wool. The present legislation upon this subject is illogical.

The Wilson bill as it went to the Senate was a far more logical bill than the one that finally became a law. I would respectfully refer to



the letter of President Cleveland to Mr. Catchings, in which he referred to the farmers and their wool and to the product of iron and coal industries. There is no industry that has been so entirely ruined as the woolen industry. You will be furnished, no doubt, with statistics as to the condition of flocks and the value of wools throughout the country generally. I do not propose to take up the time of the committee in talking about the cheap labor, cheap land, and the cheap production of wool in South America and in Australia. It is a fact that has been demonstrated, I think, in the past four years, that we can not compete with these countries in woolgrowing. I refer the committee to the figures I have already given as to the decrease of flocks in my district. And let me say here, in passing, that this industry has not been replaced to any appreciable degree or extent with any other industries. Farmers who were then full handed and able to pay their taxes, to better their farms and better the condition of their families, are to-day struggling for a mere existence; some of them borrow the money with which to pay their taxes. The iron and steel industry, while not flourishing, yet the protection afforded by the present tariff is sufficient for them to get along.

When the late Chicago candidate for the Presidency was in Congress, in a speech delivered upon the tariff bill he said, among other things, that "the question as to whether the woolgrower was benefited by protection or not was a matter of discussion and had never been settled." The woolgrowers of my Congressional district, and I think the woolgrowers of the country generally, have come to the conclusion in the last few years that the question has been "settled" that the protection afforded by the McKinley bill did benefit them to some considerable extent.

Beginning with the last four months of the year 1894, the time at which the present bill became a law, we have been importing on an average \$100,000,000 worth of raw wool, and wool in textiles of various kinds, more than we did under the McKinley tariff. Our woolgrowers are going out of the business. The wool they produce still goes into the market, but we are not supplying from our own wool clip one-half enough wool to meet the consumption of our people. The result is that we are sending our gold to London to buy Australian and South American wool and then sending our bonds over to London to borrow gold with which to keep house, a bad policy, whether applied to wool and woolen textiles or to anything else.

Another matter that I want to call the attention of the committee to is that there is no industry known to man that should be protected by the legislation of any country more than that of the woolen industry. The cereals, cotton, sugar, tobacco, all tend to exhaust the land. When the coal is taken out of the hills the land is worthless; so with the ore out of the mines. But you may raise flocks and grow wool for a century upon any given tract of land, and it is better and more valuable at the end of the century than at the beginning. I have had some experience in this matter myself. I can remember our old exhausted tobacco lands in eastern Ohio. Half a century ago our farmers had been grubbing the land out raising tobacco and corn until the lands became washed and poor, and they began raising flocks, and the same lands have now good soil and good sod and have largely increased in intrinsic value within the half century.

The foreign woolgrower is getting our market for his raw wool, and by reason of the reduction in duties on woolen textiles the foreign woolen manufacturer is also coming into our markets with his product.



They are benefited by reason of this change. The pretext is that we are to have free wool in order that we may give cheaper clothing to our people. There is very little of this kind of thing in evidence as yet. The woolen clothes that the people of this country buy now, if they are made of wool, cost very little less than they did before we had free wool. There is very little raw wool in a suit of clothes. I know, as I have heretofore remarked, that some of our manufacturers are importing shoddy and attempting to compete with the cheap fabrics that are thrown upon our market from abroad, by the supplying of woolen clothes made out of American wool. The farmer who has lost everything by this change in our tariff laws is getting absolutely nothing in return. The legislation, as I have before said, is illogical, and there should be a return to at least the schedules of the McKinley bill so far as raw wool as well as woolen textiles are concerned.

I have already said that the healthy sheep, such as we raise in eastern Ohio, will produce about  $5\frac{1}{4}$  or  $5\frac{1}{2}$  pounds of wool, worth at present prices from 90 cents to \$1. We want, in order to make this industry fairly profitable, in order to give this industry, in the language of the Republican platform, "adequate protection," more than was given by the McKinley bill.

The bill that I had the honor to introduce, prepared by the National Woolgrowers' Association, asks for a duty of from 12 to 15 cents a pound on the higher grades of wool and for a less amount on the lower grades. Duties ought to be specific, and I think ought to be at least 12 cents on the pound for what are known in the market as Ohio XX wools. Nothing less than this will give our woolgrowers "adequate protection" against the cheap wools that have already found their way in such great quantities into this country.

I have no doubt that this committee will report a bill restoring the duty to wool. The question will probably turn upon what will be "adequate protection." Upon this question the representatives of the various associations that will appear before you will present statistics in a general way. I have spoken of my own district and what I know about woolgrowing in that district, and that a duty of from 12 to 15 cents per pound is necessary in order to afford sufficient protection and induce our farmers to go into the business of woolgrowing again. We are very fast losing our market for raw wool to Australia and South America and other cheap-labor countries, and we are losing our market for woolen textiles as well.

In a report of United States Consul Monaghan, of Chemnitz, he says that Germany rejoices over a good business for the first three quarters of 1896. And again he speaks of the export of textiles and trade with the United States being above and beyond all others represented, and continues: "And I may say here that Germany looks longingly at all times toward ours, the largest and best market in the world for textiles." Not only Germany, but other European countries as well, who have cheaper labor and cheaper capital, look longingly toward ours, the best market in the world, not only for textiles but for everything else. The markets of the world, paraded before the people of the United States in 1892, have proved a delusion and a snare, and especially so to the woolgrower.

I want to say, in conclusion, that those who are opposed to tariff revision are parading the old idea that tariff "tinkering," as it is called, disturbs business. I desire to make this proposition to the committee: There has never been, in the history of the United States, an instance in which the revision of our customs laws in the direction of higher



duties or of protection has injuriously disturbed the business of this country. Take the last two revisions: The revision known as the McKinley law, beginning in 1889 and becoming a law in 1890 during the Administration of President Harrison. We never had more successful business; the business of the country was solidly and securely on its feet, and the Administration of President Harrison was one of the most successful business Administrations in the history of the country, and business continued to be good until the middle of the summer of 1892, when it became apparent that there was very great danger that an Administration and a Congress hostile to protection was likely to come into power. From that time I concede that there was some uncertainty in the business outlook. Since the election of Mr. Cleveland and the Congress elected with him in 1892, pledged to what is called "tariff reform"—so pledged by their platform, and I concede that they attempted to faithfully carry out their platform, especially so as far as President Cleveland was concerned—there has been a business depression and business uncertainty in this country from that time up to the present. The Administration of Mr. Cleveland has been wanting in success in a business way. Their "tariff tinkering" has failed to produce sufficient revenue to meet the ordinary demands of the Government. Labor has been out of employment and capital is locked up and not employed.

I repeat that business depression and business uncertainty and want of labor never come with "tariff tinkering" in the direction of protection, but always when the proposed change is in the direction of free trade or of what is called revenue tariff.

L. DANFORD,  
*Sixteenth District of Ohio.*

# **MEMORIAL SUBMITTED BY ARIZONA WOOLGROWERS' ASSOCIATION.**

FLAGSTAFF, ARIZ., *January 5, 1897.*

## **COMMITTEE ON WAYS AND MEANS:**

The Arizona Woolgrowers' Association sends greetings and rejoices in Republican success after four years of enormous losses, and asks the restoration of McKinley tariff rates on wool.

F. W. SISSON, *President.*

# **STATEMENT SUBMITTED BY MR. GEORGE H. WALLACE, OF SANTA FE, NEW MEXICO.**

SANTA FE, N. MEX., *December 28, 1896.*

## **COMMITTEE ON WAYS AND MEANS:**

When Capt. W. L. Black, of Texas, propounded the following query, "Is there any difference between the man who makes a woolen blanket and the men he employs to weave it on the one hand, and the man who raises the wool and the men he employs to shear his sheep on the other?" he was speaking with reference to the present tariff and its obvious discrimination against the woolgrower. So far as the so-called Wilson bill is concerned, there is a difference, or at least one is made, but no logical reason for such difference has ever been given. The woolgrower is not in it; he has been willfully ignored; and, for the first time since 1816, he has been obliged to meet competition from abroad without any share



in the protection a tariff might afford, and at the same time it was well understood he would do so under most disadvantageous circumstances and conditions. It is the first instance in all recorded history of any civilized nation deliberately undertaking to destroy its flocks of sheep by legislation, and the effort is doing its perfect work.

It was arrogant ignorance and political expediency which placed wool upon the free list, but, when the dollars were counted and the statistics were studied, the perpetrators of the act were dismayed to find they had committed a political blunder which would relegate them to private life, if they could not change the issue and blind the people in the political campaign. The woolgrowers were not misled, and they rejoiced (as men should rejoice who are to be saved from bankruptcy and ruin) that on the 4th day of March next the legislative and administrative branches of the Government will pass into the hands of the friends of domestic industries.

The Republicans who say that the party must now act with exceeding caution on the tariff question are apt to be disguised free traders, or men who find it convenient to overlook certain important and practical facts in the present state of affairs. If the Republican party is not a party of protection then it is nothing; that is the breath of its life, the basis of its usefulness, the means at its command for the correction of the evils which have helped to create the existing discontent. It is pledged to readjust the tariff in the interests of home labor and domestic production; that is its great opportunity. The hope of the country is not in its resources of evasion and postponement, but in its courage and straightforwardness, and its future success depends upon the strict fulfillment of its pledges, not in the letter only but in their spirit as well.

#### WHY THE WOOLGROWER WANTS PROTECTION.

The woolgrower asks for protection for reasons which are generally understood, but may be briefly summarized as follows, viz:

First. The climatic conditions in the United States are not as favorable to the industry as in other lands.

Second. Our civilization places many burdens upon him which his foreign competitor does not bear.

Third. Land transportation, which he is compelled to pay, is a great deal higher than ocean freight, which his foreign rival has to pay.

Fourth. The labor he employs costs very much more than similar labor in other countries.

Fifth. This is the only means of meeting or of offsetting the governmental aid given woolgrowers in other lands.

Sixth. It is unjust to tax him for the support of other industries, while he is left to struggle unaided against these adverse circumstances and conditions.

Seventh. He needs protection, that he may be encouraged to utilize rough, mountainous sections and arid portions of our country, which could not otherwise be made of service.

Eighth. That the industries of our country may be diversified, to the end that all may be employed, and competition—degrading, grinding competition—may be lessened.

Ninth. Because patriotism demands a domestic supply of wool, to clothe our soldiers in time of war and our citizens in time of peace.

Tenth. Past legislation has invited his efforts in this direction, promising him rewards for his investments of capital, time, labor, and study, and it would be wrong to repudiate the contract.



Eleventh. Under protection which protects we will supply the needs of the nation, for under tariff laws which gave a measure of protection from 1860 to 1884 the number of sheep in the United States increased from 22,000,000 to over 50,000,000, and the wool clip from 100,000,000 pounds to over 308,000,000 pounds.

The first five of these reasons are abundantly substantiated and fully established by United States consular reports from the greatest wool-growing countries of the world, viz, Argentina, Cape of Good Hope, Australasia, and Russia.

The sixth, seventh, and eighth have been testified to time and again, both before Ways and Means Committees and elsewhere, by those who have knowledge of the industry, and they have been denied only by those with selfish ends, or who think little and know less of the wool-growers' necessities.

Number nine has been declared truth by the best statesmen the United States has ever produced from Thomas Jefferson to the present day.

The facts stated in numbers ten and eleven are to be found in the statute books and in the statistics published by the Government, the latter showing conclusively that this country possesses all of the natural resources necessary, and the woolgrowers have the patience, perseverance, and skill required to produce all of the wool needed by the nation, and that they will furnish it if the inducement is held out to them.

The incentive necessary is a price for their product sufficient to compensate them for the effort, and this can be given them by placing a protective duty upon imported wools that will give the woolgrower at least a limited command of the home market.

#### HOW MUCH DUTY IS REQUIRED.

The question is how much duty is required, and upon this point men will differ widely, even woolgrowers, but whatever the duty may be made the woolgrower insists it shall be specific and not an ad valorem rate. He points to the census returns of 1840 and 1860 as his reason for doing so, for, during that twenty years in our history the duty levied on imported wools was practically an ad valorem rate, and the sheep in the country increased in number only from 19,311,374 to 22,471,275, a growth of but four-fifths of 1 per cent per annum, while during the succeeding twenty years, from 1860 to 1880, when the duty was specific, the increase was from 22,471,275 to 35,192,074, a growth of  $2\frac{4}{5}$  per cent per annum. He therefore insists that the duty shall be specific.

We do not believe the most intelligent manufacturer, the sharpest importer, or the shrewdest wool dealer is competent to fix the amount. Their skill, knowledge, and capacity for handling inert, inanimate, dead property unfits them for judging of live stock with a thousand enemies and a will of its own. They may know more of the possibilities of a fleece of wool after it is grown than the woolgrower, but they can have no realization of what it has cost the woolgrower to produce it. The grass required is but one item of many, yet free grass is popularly supposed to remove the item of cost from the production of wool. A visit to the insane asylum of Arizona or New Mexico would soon dispel that idea, for there may be found men, sheep herders, who all day long make the corridors resound with their ceaseless bleat! bleat! bleat! Human beings who are but sheep, victims of the glare and heat of the shelterless interminable plains, the unutterable loneliness, the awful solitudes where free grass is found.



The question of how much it costs the domestic woolgrower in dollars and cents to grow wool has been mooted, probably, in every woolgrowers' association in the land, and nowhere has there been unanimous agreement as to the amount. It can be demonstrated beyond the possibility of cavil that the losses sustained by the woolgrowers of the United States from predatory animals alone in 1890 more than equaled the interest on their investments. There are so many things to be considered and taken into account, such as the cost of the location, sheep, bucks, shelter, labor, grass, hay, grain, predatory birds and animals, vermin, disease, salt, casualties, fences, shearing, sacking, twine, tar, seeds, burs, hauling, freight, commissions, drayage, storage, insurance, guarantee, taxes, exchange, etc., that the probability is, the actual cost is usually underestimated.

Twelve years ago when the subject was discussed in the Missouri Woolgrowers' Association, the consensus of opinion seemed to be that in Missouri the cost of merino wool in the grease was not less than 20 cents per pound, and, while it is possible to produce it for somewhat less than that amount to-day, yet no one will contend that the woolgrower, who last year hauled his clip of 5,000 pounds 200 miles to market at Albuquerque, N. Mex., and was paid  $2\frac{1}{2}$  cents per pound, received anything approaching actual cost, although he had had free grass.

#### THE ACTUAL COST OF WOOL.

But it may not be essential to know the actual cost of wool either at home or abroad to determine approximately the amount of duty required to bring prosperity again to the industry of woolgrowing. It may be assumed, generally, when the sheep are increasing in number the woolgrower is prospering, and by reference to the census returns and the official reports of the Department of Agriculture we learn that for twenty-four years, from 1866 to 1884, there was a steady, healthy growth in the size of our flocks, the census of 1880 showing that sheep were to be found in nearly every county in the United States; but suddenly, after the act of March 3, 1883, came into operation and there was a new administration in the Treasury Department, their numbers began to decrease, and with little variation have continued to do so to the present time. The actual reduction in the tariff by the act of 1883, was 11 per cent ad valorem, and can not be made to account for the decline in values in the United States at that time. The price of fine wool imported in 1884 was 22.5 cents per pound; in 1885 it was 22.1 cents, a fall of four tenths of a cent, while the decline in the United States on fine wool for the same time was 7 cents per pound. The reduction in the duty would account for less than  $2\frac{1}{2}$  cents of this amount, and the celebrated decision of the Treasury Department in regard to wastes may account for more, but there must have been some other reason for it.

The industry was on the down grade, and in 1888 President Harrison and the Fifty-first Congress were elected to turn the tide, and the act of October 1, 1890, was the result. The first impression gained from reading the sixteen sections of Schedule K in that bill, which referred to wool, is that it has been drawn with the most painstaking care and especially with reference to past experience, and there is no doubt the majority of the Committee on Ways and Means of the Fifty-first Congress fully intended to give the woolgrowers the benefit of the rate levied on clothing wool, but, as may be seen from a glance at the following table, they failed to do so.



*Table showing scoured wool values of fine wool in London and Boston, differences of same, scoured wool duties, and number of sheep in the United States each year, 1880 to January 1, 1894.*

| Year.      | Scoured wool values. |         | Differ-<br>ence.     | Duty on<br>scoured<br>wool. | Number of<br>sheep<br>in United<br>States. |
|------------|----------------------|---------|----------------------|-----------------------------|--------------------------------------------|
|            | Boston.              | London. |                      |                             |                                            |
| 1880 ..... | \$1.02 $\frac{3}{4}$ | \$0.60  | \$0.42 $\frac{3}{4}$ | \$0.366                     | 40,765,900                                 |
| 1881 ..... | .95 $\frac{1}{2}$    | .53     | .42 $\frac{1}{2}$    | .358                        | 43,576,899                                 |
| 1882 ..... | .90 $\frac{1}{2}$    | .53     | .37 $\frac{1}{2}$    | .358                        | 45,016,225                                 |
| 1883 ..... | .86                  | .51     | .35                  | .30                         | 49,237,291                                 |
| 1884 ..... | .80 $\frac{1}{2}$    | .48     | .32 $\frac{1}{2}$    | .30                         | 50,626,626                                 |
| 1885 ..... | .71 $\frac{1}{4}$    | .41     | .30 $\frac{1}{4}$    | .30                         | 50,360,243                                 |
| 1886 ..... | .74                  | .41     | .33                  | .30                         | 48,322,331                                 |
| 1887 ..... | .73 $\frac{1}{4}$    | .42     | .31 $\frac{1}{4}$    | .30                         | 44,759,314                                 |
| 1888 ..... | .68                  | .42     | .26                  | .30                         | 43,544,755                                 |
| 1889 ..... | .73 $\frac{1}{2}$    | .48     | .25 $\frac{1}{2}$    | .30                         | 42,599,079                                 |
| 1890 ..... | .73 $\frac{1}{4}$    | .44     | .29 $\frac{1}{4}$    | .30                         | 44,336,072                                 |
| 1891 ..... | .70 $\frac{3}{4}$    | .40     | .30 $\frac{3}{4}$    | .33                         | 43,431,136                                 |
| 1892 ..... | .63                  | .34     | .29                  | .33                         | 44,938,365                                 |
| 1893 ..... | .55                  | .33     | .22                  | .33                         | 47,273,553                                 |
| 1894 ..... | .50                  | .32     | .18                  | .33                         | 45,048,017                                 |

COMPILED FROM OFFICIAL SOURCES.

This compilation is made from official publications of the Government and the best trade publications obtainable, and its figures have been indorsed by the Hon. Nelson W. Aldrich, in a speech delivered in the United States Senate June 15, 1894. The market value of all wool is calculated from the "scoured-wool basis," and therefore, generally speaking, if the law is effective and the woolgrower receives the benefit of the full amount of the duty levied, the difference between the foreign and domestic scoured-wool values of the same grade of wool should be equivalent to the scoured-wool duty with the expenses of shipment added.

A study of this table is both interesting and instructive. It proves—

First. That the law of 1867, or, as some would say, the restoration act of 1875, was effective, and because it was so it was protective.

Second. That the act of 1883 was altogether a change for the worse, and was neither effective nor protective.

Third. That the act of 1890 afforded no protection, although at first appearing to do so, because it was found not to maintain the relative value of domestic scoured wool. This invites a glance at the acts of 1883 and 1890. In the first of these there was really but little change from the previous law. In the first and second classes the dividing line was lowered from 32 to 30 cents, but this was offset by dropping the ad valorem rates. In the third class the duties were lowered 16 $\frac{2}{3}$  per cent. But the most remarkable change was the addition of the words "excluding charges in such port," which had the effect of placing nearly all wools under the dividing line in their class, and thus materially reducing duties; but, as before stated, there is little in the law to explain why it was ineffective.

The act of 1890 contains much new matter and some new paragraphs, which were intended to make the law explicit and effectual, but the most noticeable and extraordinary addition is the proviso in paragraph 383 excepting both skirted wool and scoured sorted wool from the penal clause. This alone is enough to account for the failure of the act. It appeared there in this manner: The writer was one of a committee of woolgrowers which met a committee of manufacturers in conference on this bill in the Ebbitt House, at the city of Washington, in 1890, in



which meeting the manufacturers insisted upon the insertion of this proviso. The woolgrowers would not consent, but the manufacturers stubbornly insisted, and finally their chairman asserted, "Such has been the practice heretofore," and demanded its insertion as the price of their support of the bill.

The president of the Woolgrowers' National Association, the late Hon. Columbus Delano, after a most affecting, earnest, and solemn protest against their action, accompanied by the secretary of the association, withdrew from the conference.

But the woolgrowers were induced to withdraw their opposition, and the proviso became a part of the law.

We have no reason to doubt the word of the manufacturers that "such had been the practice," and we thus find an explanation for the failure of the act of 1883, and by referring to the above table can probably fix upon the year when the illegal practice first obtained in the custom-house.

The woolgrower believes the definition of washed and scoured wools is left too much a matter of opinion in the execution of the law. The Spanish system of testing with water and "sulphate of carbon" would be better, leaving no margin for opinions; and, as all classes of wool are now "combed" and "carded" for clothing purposes, all classes should be subject to the washed and scoured duties.

#### BLOOD AND GEOGRAPHICAL CLASSIFICATION.

The woolgrowers object to the blood and geographical classification of wool as being out of date, for within the last thirty years merino breeding sheep have been shipped from France, the United States, and elsewhere to all parts of the world, and there is now but little wool that is not "of merino blood, immediate or remote." Besides, the classification is largely one of opinion, and opinions differ, both in and out of the custom-house.

When third-class wool is used for clothing, it is clothing wool; and I would call the committee's attention to an Associated Press market report sent out on December 8 last, viz: "The Boston Commercial Bulletin says of the wool market: \* \* \* Coarse wools are scarce and so-called carpet wools are being largely sold for clothing purposes."

It has been asserted, and will be again, notwithstanding the wide distribution of merino blood, that there are wools of pure native blood which can not be used for clothing purposes, essential to the continuance of some industry, and their admission free of duty would work no harm to the woolgrowers. Such may be the fact, but such wools are few in numbers and comparatively small in quantity, and there are a few people, grown mighty and strong under the shelter of our protective tariff, whose interests would be affected somewhat if such wools were taxed, but the whole army, the hosts engaged in woolgrowing, protest that the exceptions made heretofore in favor of such wools have worked destruction to the woolgrowers' interests.

Still this committee may in its wisdom concede something to the demands of this class, and, if so, the woolgrower asks that the valuation may be so low and the description be so exact and explicit as to exclude from its effect all wools having the crimp, or the black top showing the hollow fiber of merino wool. Nor should the value be fixed at some foreign seaport or far inland town, but we should do as other nations do—base the duty on the value in our own markets, of which we can have some certain knowledge.



We do not invite the opposition of the manufacturers to the wool tariff by criticising the tariff on woolens, although we know it was the high rates of duty on woolens which placed wool on the free list, but I beg to call the attention of the committee to one feature of the tariff which appears to me needs correction. Our wool tariff compels our manufacturers to use good wool, and we put a prohibitory duty on shoddy; but if the foreign manufacturer will but adulterate his shoddy with a little poor wool he may ship it through our custom-houses under our tariff on woolens without being questioned.

#### SPECIFIC DUTIES ADVOCATED.

By referring once more to the above table, we observe that during the first four years given the number of sheep in the United States was steadily increasing, and the woolgrowers must therefore have been prospering. During this time the duty on scoured wool averaged 34.3 cents per pound, and as the average shrink in domestic wool is about 66 per cent that was equal to a specific duty of 11.4 cents per pound on wool in its natural condition. We must remember the law then was effective and maintained the relative positions of domestic and foreign scoured wool values. If this is done in the new legislation it is not only possible but probable that a duty of 10 cents per pound on wool in its natural condition would restore the woolgrowing industry to prosperity.

But if the law is indefinite or equivocal, if it contains classifications, provisions, or stipulations by or through which the duty may be evaded, no amount that would be named will be sufficient to protect the woolgrowers.

It will be far better for the woolgrower and the future of the policy of protection to give him a less amount and make it effective than to seem to be liberal with a high duty which in whole or in part may be evaded.

Trusting, gentlemen, that you will answer Colonel Black's query by making no distinction between the men in the field and the men in the factory in proposed legislation, I am,

Yours, etc.,

GEO. H. WALLACE,

*Late President Missouri Woolgrowers' Association and  
ex-Consul-General to Melbourne, Australia.*

#### STATEMENT SUBMITTED BY MR. GEORGE M. PATTON, A WOOLGROWER OF NEW ATHENS, OHIO.

NEW ATHENS, OHIO, *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

This (Harrison) county a few years ago had the distinction of having more sheep to the square mile than any other area of equal extent upon the face of the globe.

To-day this industry is languishing and in a deplorable condition. Flocks have been decreased more than one-half in numbers and the remaining ones have depreciated in value 70 per cent, and are now held more in the hope of a revival of the industry when properly protected by a tariff rate than from any present profit.

Three years of experience have demonstrated that we can not compete with the cheap wools of foreign countries, whose rates of transportation to our manufactories are as good or better than they are from



our interior points of shipping. Their sheep are grown upon cheap lands, cared for by cheap labor, poorly clothed and fed. Unless we consent to live as they live, without schools, churches, charitable institutions, etc., we can not compete with them under present conditions. We also believe that while the abandonment of our flocks has not only been disastrous to our prosperity, it has also worked to the injury of our fellow-farmers in other branches of agriculture. Formerly we were consumers of their products; now we meet them in the markets with our grain and hay and are their competitors.

Again, the promise of cheap clothing as the result of free wool has proven a barren ideality, as our clothiers tell us that the raw material in a suit of clothes cuts a very small figure in the cost of the same.

Therefore we pray you that in the revision of the tariff rates you give our industry proper consideration, and at least put us back to the rate existing prior to the enactment of the present rates—

- (1) Because that amount of protection is vital to our sheep industry.
- (2) In doing so no injurious results will follow to any but foreigners.
- (3) It will be an important source of revenue.

GEO. M. PATTON.

#### STATEMENT SUBMITTED BY THE WOOLEN MANUFACTURERS AND SPINNERS OF PHILADELPHIA, PA.

PHILADELPHIA, *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

The undersigned woolen manufacturers and spinners, in the city of Philadelphia, for themselves and the large number of manufacturers in the other parts of the United States and their employees, appeal to you in the framing of a tariff bill that relates to wool and woolen goods that you consider their interest and the measure of protection that they require.

The woolen industry of this country represents upward of 8,000 sets of machines (reference to Dockham's reports of woolen manufacturers, 1893) with all their attendant preparing, weaving, and finishing machinery of a value of about \$40,000,000—this in machinery alone. The capital invested in this industry is not less than \$80,000,000. The number of persons employed is about 200,000, with average earnings of \$400 per annum, or a pay roll of \$80,000,000 per annum.

Since 1893 our business has been gradually declining, until to-day we have reached a point that threatens ruin to the manufacturer and complete destitution to this large number of employees, unless a tariff measure giving us adequate protection is adopted. And since which time, our mills have never been fully employed, and have not averaged over 33½ per cent—that is to say, two-thirds of our machinery has been standing idle and two-thirds of our workmen unemployed. We attribute this to the inadequate protection afforded by the Wilson-Gorman tariff bill. In the prospect of its passage, and under its operation, large quantities of textile fabrics of all descriptions have come into this country at prices that we could not compete with. As a consequence, the foreign manufacturer has had our market, while our mills were idle.

The tariff act of 1890, otherwise known as the McKinley bill, it has been stated before your committee, was satisfactory to the woolen manufacturers. We do not so consider it, having had experience under its operation we have found that it discriminates against us.



The nature of our fabrics is such that we have to compete in our markets with fabrics and cloth manufactured of worsted. We would respectfully call your attention to the following statement of facts relating to the operation of the act of 1890 as to woolen goods.

In Schedule K, the classification of wools: Class No. 1, clothing wools, and class No. 2, combing wools, are the only classes of wools in which the woolen manufacturers are vitally concerned. The term "woolen manufacturer" here is understood to mean the production of woolen goods by the carding process of wool, and not the combing; and does not include what is termed worsted goods. Under the act of 1890, the McKinley Act, class No. 1, wools are divided into three classes, unwashed, washed, and scoured. The duty upon unwashed being 11 cents per pound, washed 22 cents per pound, scoured 33 cents per pound. Class No. 2 being divided into three classes, unwashed, washed, and scoured. The duty upon unwashed and washed, 12 cents per pound; scoured, three times the duty upon unwashed.

We desire to call your attention to the fact of the manifestly unjust disadvantage under which the woolen manufacturer was laboring, on account of the inconsistency of the duty on the washed clothing wool of 22 cents per pound, while under the same act permitting the worsted manufacturer to obtain his washed combing wools at 12 cents per pound. The duty upon combing wool being taken at 12 cents, the shrinkage by scouring upon these being, for example, 25 per cent, the result is the duty of 16 cents per pound on clean wool. The clothing wool washed, 22 cents per pound duty. The shrinkage by scouring, assuming it to be the same (although it will be in actual practice in excess) the result will be a duty of  $29\frac{1}{3}$  cents, a difference in favor of the worsted manufacturer on imported combing wools of  $13\frac{1}{3}$  cents per pound, or  $83\frac{1}{3}$  per cent more duty of the clothing wool after scouring than on combing wool after scouring, this being, of course, to the extent as stated, to the disadvantage of the woolen manufacturer.

The intent of the tariff being the protection of all industries and the laborers dependent upon said industries, by the just and equitable levying of the duties, by the example as cited previously, the conclusion must be that there is a radical injustice being done to the grower of the combing wool or the consumer of the washed clothing wool, to the advantage of the worsted manufacturer and to the detriment of the consumer of goods. The advantage of the worsted manufacturer in obtaining his wools at relatively lower rates of duty enables him to manufacture his goods and place the same upon the market at such a price that precludes the successful competition of the woolen manufacturer.

While we do not desire to antagonize either the woolgrower or the worsted manufacturer, yet it does appear to us that here was an inconsistency in our tariff laws that should not continue in the new bill now under contemplation. Either the grower of the washed combing wool should have placed upon his product the same rate of duty as the grower of washed clothing wool receives, thereby giving to him the same measure of protection, by which means one of the intents of the tariff will be fulfilled—the stimulating of an industry that is capable of indefinite expansion—or the woolen manufacturer should not be asked to pay an excess of duty upon his washed clothing wool over and above the duty paid upon the raw stock of his competitors. The merging of class No. 1 and class No. 2 wools would result in eradicating the discriminating duties to which objection is here made, and would also simplify the schedule.

We also desire to call your attention to several other kinds of stock,



which are the raw stocks of the woolen manufacturer, viz, noils, top waste, slubbing waste, roving waste, ring waste, thread waste, etc., all of these being byproducts made by the worsted manufacturer in the process of manufacturing worsted yarns. Under the McKinley Act there was a duty of 30 cents per pound upon all these articles, which in practice proved prohibitory.

Noils are a byproduct. They are the short wool combed out of the long stapled wools, and can not again be used by the worsted manufacturer; they can only be manufactured by the carding process. It therefore becomes the raw material of woolen manufacturers.

The peculiar situation was this: The combing wools from which this article is made (much of it washed) having a low rate of duty, yet the byproduct, noils, losing from 5 to 25 per cent in scouring and cleaning, not being worth near the value of the original wool from which they are made, were made dutiable at a prohibitory rate, manifestly working to the benefit and advantage of the worsted manufacturer, and to the detriment and disadvantage of the wool manufacturer. The woolen manufacturer, having no place but the home trade to obtain his supply of this class of raw material, until such times as the price of noils attains a point that will justify him in paying the price of foreign noils, plus duty of 30 cents and expenses, enabling the domestic producer of noils to obtain an excessive price for this byproduct, thereby adding to his profits; while in the foreign markets, this material remaining at a low price, will enable the foreign manufacturer to make cheap woolen goods which can be imported into this market (unless an excessive duty is placed on manufactured goods) and come into competition with the woolen goods of home production, to the extreme detriment of producers. In evidence of which we refer to letter attached hereto of Albert Crenshaw, esq., a manufacturer of woolen goods, in which is related an actual experience of the detrimental operation of the act of 1890 in this respect.

To yarn waste (unbroken) the same line of argument is applicable. We would respectfully suggest that these articles, noils and yarn waste, unbroken, take the same rate of duty as the unwashed wool from which they are made; and we ask that top waste, slubbing waste, roving waste, and ring waste, which are also byproducts of the worsted manufacturer, double that of the unwashed wool from which they come.

Garnetted waste, carbonized noils, carbonized waste, all wastes and noils that have been changed from their original condition, to be made not over three times the duty on unwashed wool.

With the discrepancies above stated eliminated, a tariff measure as to woolen yarns and woolen goods, based on the lines of the act of 1890, would keep our mills employed.

Submitting our plea for your consideration, we respectfully subscribe ourselves,

The Leicester Mills Company (Incorporated), woolen knit goods and yarns, Germantown, Philadelphia, Wilson H. Brown, treasurer; Joseph Scatchard Sons, yarns, Germantown, Philadelphia; E. M. Cope & Co., underwear manufacturers, Germantown, Philadelphia; J. Randall & Bro., manufacturers of yarns, Germantown, Philadelphia; George Pebudy, manufacturer knit goods, Germantown, Philadelphia; Joseph Fling's Sons, yarns, Germantown, Philadelphia; Benjamin W. Greer, Germantown, goods; J. & B. Allen, Germantown, yarns and goods; Samuel Wood, Germantown, yarns; Hamill



& Co., Germantown, yarns and goods; Cruyens, Button & Co., Germantown, manufacturing yarns; David Barrows & Son, manufacturing yarns; A. Platt & Son, yarns, Manayunk; Clayton G. Rice, Manayunk, yarns; Seville Schofield, yarns and fabrics; Arkonia Manufacturing Company, fabrics, Philadelphia; Albert Crenshaw, fabrics, Philadelphia; John Norris, fabrics, Philadelphia; Bower & Kaufmann, hosiery, Philadelphia; Thos. A. Pearce & Co., knit goods, Philadelphia; Beswick & Kay, woolen yarns; The E. H. Godshalk Company, knit goods; B. F. Boyer & Co., yarns; Henry B. Farrell, yarns; Jonathan Ring & Son, yarns; Henry Grant & Son, yarns; H. P. Rinehart, yarns; Wm. Ernsley & Bro., yarns, Philadelphia; McGinley & Klenk, yarn manufacturers, Adams and Emerald streets, Philadelphia; J. N. Laudenberger & Co., knit goods; Credential Manufacturing Company, hosiery manufacturers; Moore Manufacturing Company, woolen and worsted goods manufacturers; J. Levis Moore, Jno. G. Canuth & Co., goods; W. A. Gardner, goods; John Dalton & Co., yarns and goods; A. Erskine, goods; Wm. Rhodes & Son, Manufacturers of woolen shawls; A. Oliver, manufacturer of underwear; Star and Crescent Mills Company, Lehigh avenue and Hanover; W. B. Thuapleton, Howard and Huntingdon, manufacturers of hosiery; Chas. M. McCloud & Co., yarn manufacturers.

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PHILADELPHIA, *January 9, 1897.*

Previous to tariff of 1890, we were using yarns made from short stock such as noils, waste wool, etc., to the extent of 50,000 pounds per month. The amount of goods made from this was about 60,000 yards per week or more, employing 600 to 800 hands. The imposition of the tariff of 1890 completely stopped the importation of the yarn, and also stopped us from getting the yarn in this country, as the tariff on noils, waste, etc., was practically prohibitory, thus preventing our spinners from getting short stock as above, whereby they could make yarns that we could buy at a price that would enable us to make goods in competition with foreign fabrics, thus enabling the foreigner to supply us with goods that should have been made here.

The fact that there are certain fabrics, such as shirtings, etc., which must be made out of soft, short fiber stock, makes it necessary that our spinners must have these stocks at a price so that they can compete with the foreign spinner; otherwise the same story will be repeated, viz, the foreigner will spin the yarns and weave the cloth that should be woven here, thus throwing out of employment a large number of our people.

All that is asked is an equitable tariff that bears equally upon all, whereby every industry may have a reasonable chance. As we think, any attempt to make the duties prohibitory upon any article such as these we name, or upon any other article used by our manufacturers, would be inequitable and detrimental to the interests of the manufacturers and their employees.

ALBERT CRENSHAW.

### FAVORS PROHIBITIVE DUTY.

WHITE CREEK, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I am a plain farmer, laboring the year round to make an honest living and a little money to educate the children; but the money doesn't come. I have a few clips of wool which I would like to sell, but can not as it cost me more to raise it than it will bring. My flock of 100 sheep is much reduced (about one-third its usual number), owing to low



prices for wool and little or no demand for sheep. I have held on to what sheep I have because my farm is best adapted to sheep, and I have lived along in hope that wool will do better in the near future. With permission I will suggest (as one of many thousands in the same condition as myself) had I the power to establish a tariff on wool for the United States, I would make it high enough to fence out the foreign product, as there are abundant facts to prove that the United States has territory and conditions to raise all the wool sufficient for the home demand.

JAMES LAKE.

### NAVAJO INDIANS AS WOOLGROWERS.

TUBA CITY, ARIZ., *January 1, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I respectfully call your attention to the fact that 20,000 Navajo Indians, wards of the Government, who annually market over 2,000,000 pounds of wool, and were entirely self-supporting, were utterly impoverished by the removal of the tariff on wool in 1893. They now subsist upon horseflesh. They can grow wool cheaper than it can be grown anywhere else in the world, but the cost (3 cents per pound) of sending it to market by rail from this distant point leaves them scarcely any margin for growing it.

Under the tariff which prevailed previous to 1893 they could sell their wool (graded as unimproved coarse) here at 12 cents per pound, as against 5 cents per pound since wool was placed on the free list. These Indians depend entirely upon woolgrowing for their subsistence, as there is very little agricultural land within the limits of their reservation. A restoration of the tariff which obtained previous to 1893 would enable these Indians to become self-supporting again and live in comfortable circumstances.

CHAS. H. ALGERT.

### WOOL NEEDS PROTECTION MORE THAN OTHER FARM PRODUCTS.

GUYSVILLE, ATHENS COUNTY, OHIO, *January 5, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

There are several reasons why a higher duty is required on wool than on many other articles grown on the farm. One is the large quantity grown and small quantity consumed in Australia and South America. They have increased their flocks while ours have decreased. I favor a specific duty on all classes. Nos. 1 and 2 should have 10 cents a pound on unwashed, to take effect on its passage, and 1 cent a pound added each year for four years. Carpet wools should be as well protected as in the law of 1890. Shoddy and all wastes should be prohibited. Be sure and stop all the holes so there can be no crawling through or climbing over.

E. J. HIATT.

### AUSTRALIAN WOOL PREFERRED.

BAIRD, TEX., *January 6, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I write to acquaint you of a few facts of which you may not be cognizant. During the wool protective policy I, as inspector, took the census of sheep in this (Callahan) county and found 116,000 head, and



at shearing time there were 2,000,000 pounds of wool at this town worth 21 cents per pound. To-day there are 148 head, not a pound of wool for two years in the town, and you could not get a bid on wool at all. I sold seven clips to the Wesson Mills, of Wesson, Miss., as soon as Mr. Cleveland was elected. The proprietors of the mill wrote me they could use Australian wool to much better advantage, consequently would not need any more Texas wool. With free raw material and protected manufactures I should like to know how Mr. Mills's promise to the "poor consumer" can be carried out. The free hides voted for by every Representative from Texas have knocked \$2.50 per head from every cow in Texas and brought the horn fly from South America, a curse that may exterminate our cattle if the pest continues to increase.

In addressing you I am voicing the sentiments of many old-line Democrats, who are not demagogues, and believe in America first, last, and all the time.

Secretary Morton's edict that beef was "too high," and the turning of 500,000 cattle from Mexico practically free on us had the effect of cutting every fat steer about \$8 per head. Did the consumer benefit any?

J. F. CLAGGETT.

#### FIFTEEN CENTS RECOMMENDED ON WOOL.

WATERVILLE, ME., *January 11, 1897.*

COMMITTEE ON WAYS AND MEANS:

Not having been able to be present at the hearing when tariff on wool and woollen goods was discussed, I wish to give you my views as a dealer in sheep and wool, not only in New England but in the West. It has been my life business to ship live stock to the Brighton markets from the State of Maine. I have sold in that market in the last thirty-five years over 2,000,000 sheep. I am also an owner in three ranches in Montana, on which there are now 40,000 sheep. As sheep and lambs occupy such a close place in their interests to the human race, deep study should be exercised by your committee in protecting these doubly useful animals. It is conceded that sheep's wool makes the best and most perfect covering for the human race and their flesh the most healthful and palatable meat consumed. These leading ideas certainly call for an increase instead of a decrease of these very valuable animals. In 1890 I have no doubt that this country could boast of an ownership of nearly 50,000,000 of sheep, and had the duty on wool remained 60,000,000 of sheep would now graze on our New England hillsides and pastures and Western plains. This steady increase and large numbers would have guaranteed cheap meat to our hungry millions, who have been enjoying low prices while our flocks have been decreasing at a ratio of about 5,000,000 per annum by a consumption of our surplus. The sheep in this country can not number more than 35,000,000 at this time and very soon the lambs and mutton will be too scarce and high to come to the table of the wage earners. With a duty of 15 cents on all grades of wool and a prohibitory duty on shoddy, we believe the next quarter of a century would see this country with 70,000,000 of sheep, which would insure their very valuable carcasses to our people at a lower price than codfish or any other kind of food for consumption.

Another idea in growing sheep in this country is the fact that our



sheep, which are in demand in other countries, can be fattened on our grain, which makes another demand to relieve the overloaded granaries of the West. The low price of wool has completely depopulated New England from these heretofore money-making animals, and the Western sheep raiser has learned the bankrupt law of this country. Those still in the business are so hoping that the wisdom of this country will come to their rescue and give them such protection as to warrant a legitimate profit in the production of these double-bearing animals. No man in the United States can produce wool at a profit at less than 50 cents per pound on a scoured basis. Shoddy, like oleomargarine, should be excluded, or if sold at all to be marked such. The great cry of free wool and cheap clothing is fallacious. With a duty of 15 cents on wool it may be that the workingman will have to pay a trifle more for his coat, which he purchases once or twice each year, but it will insure him a cheap, palatable, and nutritious dinner 365 days in the year at half the cost, if sheep husbandry is protected by a wholesome tariff.

I. C. LIBBY.

### LAW NEEDED THAT CAN NOT BE EVADED.

FORT MCKAVETT, TEX., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

In behalf of the woolgrowers of Texas I address you in regard to the tariff on wool. We do not ask extreme rates, but we do insist that whatever the rate given it be levied in such a manner that we will get the benefit of it, and that it can not be evaded. We therefore ask that it may be specific, and with such safeguards that there can be no chance of evasion; that wools sorted, skirted, etc., so as to shrink in scouring but little more than washed wool, be not admitted at a rate that will nullify the protection given nominally to unwashed wool. In every tariff that I have any recollection of, the growers have been deluded, and have not received the benefit of the rate allowed, and we only ask now that the rate may be protective, and we get the benefit of the rate imposed, in order that our industry may be allowed to exist.

That Texas in 1884 had nearly 7,000,000 of sheep and now has but little more than 2,000,000, is sufficient to show whether we need protection or not.

We also insist on a tariff high enough to keep out all classes of Mexican sheep. I have been reliably informed by an extensive operator in sheep that he was lately offered 50,000 Mexican sheep, delivered in Texas, at 50 cents a head, so you can judge of the rate necessary. Sheep increase very rapidly, and it will not take long to stock the country with the sheep now in it, if the business can be put on a paying basis, and men breed their ewes instead of selling them for mutton.

C. G. BURBANK,  
*President Texas Woolgrowers' Association.*

### FOREIGN WOOLS SHOULD BE SHUT OUT.

SPRINGFIELD, VT., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

If you deem it wise to help to put farming upon a paying basis, especially in the Northeast, your committee will make no mistake in making the tariff schedule on wool as high as has been proposed by



the president of the Wool Growers' Association, Judge Lawrence. The business is utterly ruined unless Australian and New Zealand wools are shut out.

We can not compete with those woolgrowers who simply have to guard their flocks and then round them up twice a year and shear them, for we have to provide forage for them six months in the year, at much expense. We can not sell wool for a cent less than 30 cents per pound and live. The manufacturer cares for nothing except to stop the importation of manufactured goods. They prefer to have free wool if they could accomplish that end. My people have been in the wool business for part of a century on the same farm. We own a large farm—500 acres. The pasturage is 14 miles from the tillage land (300 acres) and we can keep nothing but sheep to advantage. Many farmers are situated the same way, for this is a wool territory.

Free wool means depopulation of large areas. On a flock of 100 sheep I have lost on three clips of wool \$442 shrinkage, Cleveland rates against Harrison rates, or Wilson bill against McKinley bill, and the value of the sheep has decreased \$300, making a total loss of \$744 on a flock of 100 sheep. We can not stand any half-way measures. If we must lose money keeping sheep we had better stop.

Now, how have we been benefited by free wool. Not in the least, as I can see. I can not get a suit of clothes one dollar cheaper, and if anything the quality is poorer. The importer and middlemen have closed up the gap, and the consumer pays just as much as he did when wool was 50 cents per pound. For more than forty years we never sold wool for less than 50 cents per pound. If it went below by fluctuations it was a rule to hold it.

My sheep are Spanish Merinos and came from the flock of Consul William Jarvis originally. I cross with coarser wools to get combing wools.

Let me assure you that there is hardly a large farm in New England to-day (unless it be some to close good local markets) that is paying expenses for carrying on, say nothing about interest for investment, insurance, and taxes. Farm help is high and hard to obtain. Low freight rates to Canada and the West have destroyed the near-by markets for home producers. Since the Wilson bill went into effect a large amount of Canadian produce has been sold in the Northeast, to the detriment of our farmer.

We do not want the earth, but simply fair remuneration for a day's labor, the same we had to pay. I have not been able in the past three years to get enough from sales of produce to pay my help roll, and I have labored hard myself.

E. W. BARNARD.

### SIX TO EIGHT CENTS A POUND IS ENOUGH.

PITTSFIELD, ME., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We notice by the papers that Judge Lawrence and his associates are talking considerable duty for wool, and a large duty on wool substitutes. It appears to us that the Republican party should use a good deal of judgment in framing this new bill. What the woolen industry wants is a fair protection to overcome the difference in labor and such like between this country and the old country.

We believe in a moderate amount of protection on wool, from 6 to 8



cents per pound is enough, 8 cents at the outside, and a corresponding duty on woolens.

If there can be a conservative bill passed, and a bill that will start up the industries of the country and one that can remain untouched for a long term of years, it will be a blessing to the woolen manufacturers and business in general. This continual tinkering and agitation of tariff matters unsettles business to such an extent that the business man hardly knows which way to turn.

Too much protection will simply inflate prices, and gives the opposite party argument to show the voters that they are being robbed.

ROBT. DOBSON & Co.

### FAVORS A MODERATE DUTY.

TROY, N. Y., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I have been engaged in the wool trade and manufacturing for forty-five years, and have had a long experience in handling and scouring all classes, both of American and foreign wools. In 1888 I was a delegate at the convention held by the woolgrowers and manufacturers for the purpose of formulating a rate of duty on wool and woolens, and I think assisted to some extent in bringing about the united agreement which was so essential at that time in order to present an harmonious front to the enemy. I now notice that there is some friction between the woolgrowers and manufacturers with regard to the rate of duty that should be imposed on wool. My views have always been that a uniform rate of specific duty should be placed on all grades and classes of foreign grease wools. It would prevent any possibility of fraudulent or erroneous classification, while our manufacturers would be compelled to buy only the best character and lightest shrinking foreign wools. The users of carpet and low coarse wools no doubt will claim such a tariff to be unjust. In answer to such a charge it can be said that while the buyers of foreign fine wools obtain from 35 to 50 pounds of scoured wool from 100 pounds of grease wool, the manufacturers of carpet and low goods obtain from 70 to 93 pounds of scoured. It must be borne in mind that Russian carpet wools will, under the tariff, be skirted and dyed in such a manner as to shrink but very little; therefore the carpet manufacturer, who obtains nearly double the amount of scoured from his purchase as compared with the fine clothing manufacturer, would have no reason to complain of any inequality, as the scoured wool produced, say from 100 pounds of fine or 100 pounds of carpet wool, would be of about equal value in this market. With regard to scoured wool, the duty should be high enough to discourage its shipment, for this reason: During 1896 there were imported some 40,000,000 or 50,000,000 pounds of scoured wool. This, of course, shut down and ruined a large number of our scouring mills, throwing an immense number of sorters out of employment. My theory is that it is best to keep our own people employed.

Tops cost to manufacture about 20 cents per pound more than the value of the scoured wool, and what is called slubbing, laps, and roving waste are nothing more or less than tops pulled up or partly made in order to evade a higher duty during the free-wool year. They have been made to import, as they deceive the buyer here, as while he thought he was buying Australian wools, the foreign manufacturer was mixing a cheaper wool with the Australian and reaping a profit by the deception. With respect to the noils, their value is about two-thirds of the



value of the same quality of the scoured wool from which they are combed. There is also ring waste and thread waste, but the difficulty of placing a duty on actual and honest ring and thread waste is this, that for every pound of this character of honest waste that is imported, if the duty is low enough to permit it, there will be a thousand pounds manufactured on purpose to evade the duty, and there is no way, as I see, to check it except to place a duty on threads and rings the same as on scoured, or have a wool appraiser at every port who is not only an expert, but is honest. The fact is that this so-called waste has been used as a disguise to import wools worth more than scoured in our market at a waste duty. Carbonized noils are worth about 10 cents per pound more than in their natural condition. If your committee can devise a plan to give our manufacturers the benefit of the small amount of honest waste that will be shipped, and at the same time prevent gross frauds, you are certainly to be congratulated. As regards the rate of duty that should be placed on wools, it is generally about right when a medium is established between the two extremes. I own no wool and no interest in any manufacturing business now and have no ax to grind. All I wish to see is equitable protection for all our industries. If you could make a duty high enough to keep the dirty, filthy old rags from this market, it would be a blessing to this country. Of the large amount of foreign goods imported to our market the last two years to my certain knowledge more than one-half the amount did not contain one ounce of wool, or even good shoddy. They were made from nothing but old rags. I have noticed for the past two years an unusual amount of foreign cotton and woolen yarns being sold among our manufacturers, and think these imports will bear investigation.

JOHN CONSALUS,  
*Broker and Commission Merchant of Wool, Cotton, Noils, etc.*

### AD VALOREM DUTY IS MORE JUST.

BOSTON, MASS., *January 7, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Referring to Judge Lawrence's assertion as to the fraudulent character of work under ad valorem duties, as applied to wool, I need not refer to the frauds perpetrated under specific duties with dividing lines under former tariffs, but beg to call your attention to the statement of W. G. Markham, secretary of the National Woolgrowers' Association, made in 1883, viz, "In reality an ad valorem duty is more just."

No one can pass wool by the wool examiner at the Boston custom-house on an undervaluation, with duty at 30 or even 50 per cent ad valorem, that would make it worth while for any importer, however unscrupulous, to risk the penalties of false invoices.

ARTHUR T. LYMAN,  
*Treasurer Lowell Manufacturing Company.*

### A REASONABLE DUTY NEEDED.

FORT WAYNE, IND., *December 31, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We wish to call your attention to the condition of the wool trade in our section of the State of Indiana as compared to what we had previous to the passage of the Wilson bill.



We have handled annually for the last twenty-four years from half to three-quarters of a million pounds of wool, up to 1894. Since that our trade has fallen off rapidly until to-day we are not handling to exceed 20 per cent of the amount we formerly did. We believe a reasonable duty on wool is essential to the welfare of American farmers and sheep raisers, and that the same will be to the advantage of the whole people as well.

We would also urge restoration of the bounty on beet sugar, which industry we are satisfied would thrive wonderfully in this country if given a little stimulus, such as we formerly had under the McKinley bill.

S. BASH & Co., *Wool Dealers.*

### AD VALOREM DUTY PREFERRED.

BOSTON, MASS., *December 15, 1896.*

COMMITTEE ON WAYS AND MEANS:

Briefly I would like to suggest that the only tariff on wool, in our opinion, should be an ad valorem and not a specific one. We are the largest users of domestic and foreign wools on this continent, and we speak from experience.

WM. M. WOOD.

### McKINLEY RATE TOO HIGH.

RACINE, OHIO, *December 18, 1896.*

COMMITTEE ON WAYS AND MEANS:

Permit me, as a wool dealer and one who has a great interest in all matters pertaining to the interests of farmers, to express myself upon the subject of a wool tariff. It is my belief that the tariff on wool prior to the Wilson bill was too high; that it will be impossible to maintain a tariff on a staple like wool at much more than an average of 50 per cent above foreign cost.

Give us a moderate tariff, and the sheep industry will again become thrifty on a settled basis; for the public sentiment, so far as I can observe it, is favorable to a moderate protection on wool, and if so protected can not again be placed on the free list.

If, however, a tariff such as existed before the Wilson bill is again enacted, the agitation against it will very likely in time cause its removal, entailing, as it did under the Wilson law, an enormous and cruel loss to innocent husbandmen.

W. A. ELLIS.

### DUTY SHOULD BE TEN CENTS PER POUND.

LESLIE, MICH., *December 4, 1896.*

DEAR SIR: I have had large experience in raising wool and sheep, and in order to make it profitable to grow wool in this country something must be done to advance the price at least 10 cents per pound. When wool sold for 25 cents I could raise it with profit and kept from 300 to 500 sheep, but at present prices do not keep a sheep. We are obliged to feed and shelter our sheep for half the year, and can not



compete with countries where this is not done. Our flocks are fast decreasing, and all that will save what we have is better prices for wool, and that can not be had without a fair duty, and I think that should at least be 10 cents per pound.

M. E. RUMSEY.

### HIGH DUTY ON WOOL WILL INJURE POOR CONSUMERS.

PROVIDENCE, R. I., *December 24, 1896.*

DEAR SIR: If a duty is to be levied on wool it should be ad valorem, and not over 30 per cent, as by percentage alone can the free selection of the great variety of wools now imported be secured. Values of raw wools are so well known that fraud can be prevented. Textiles are so complicated that ad valorem rates are easily evaded. Any high specific duty on wool would admit only the highest grades and thus injure poor consumers by shutting out the lower ranges.

The sagacious Lawrence insists on excluding wastes. Quantities in great variety are being imported to the great advantage of the consumer. Laps, yarns for garnetting, noils (in no sense shoddy), make excellent fabrics for the consumer. A strong duty on wool, with this exclusion, would probably stop one half the mills, now running with difficulty. Manufacturing would be checked until domestic wools should be lowered enough to afford fabrics, about as cheap as now prevails. The consumer's endurance in this respect is wonderful. The market pays for wheat, as people must eat. Prices once lowered in modern trade do not return, in departments where fashion and custom control, as in wearing apparel.

A material change of tariff is not desirable, as it would derange what little natural progress towards better times we are making. A simple change of the ad valorem duties to specific, in the present tariff, would yield, as is claimed, \$30,000,000 of additional revenue. This would about tide the Government over present deficiencies until business is thoroughly reconstructed.

WM. B. WEEDEN,  
*Representing Weybosset Mills.*

### AUSTRALIAN WOOLS INDISPENSABLE.

BENNINGTON, VT., *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Being a manufacturer of knit goods, largely made of wool, and believing that my experience justifies me in giving my opinion upon the question of tariff on foreign wools, I take the liberty to say that it is not good politics or, in the long run, for the interest of our industries to protect them beyond absolute needs or to the point of exclusion. While the producers of raw material are entitled to protection as well as the manufacturer of such material, and the importation of raw stock should yield revenue to our Government, and consequently should be subject to duties, yet raw material, especially of grades we can not produce, should not be taxed to the extent of exclusion, and consequently prevent their use in goods by our citizens, except as they buy them in the foreign market. There are grades of Australian wool which are indispensable to produce certain results in the manufacture of knit goods.



If we can not use these wools on account of excessive tariff duties, then those who are bound to use the goods which can be made only from Australian wool will send elsewhere for them, whatever the price may be. There has been quite an increase in the manufacture of finer grades of goods, because of the ability of manufacturers to secure these foreign wools at a price which makes it possible to use them. Now it is plain that if the old tax of 10 cents per pound on grease wool and 30 cents on scoured wool is reimposed, that those of us who have been using fine foreign wools will have to cease the manufacture of goods from them, and to a certain extent lessen the demands for labor and use of capital. A tax of 6 and 18 cents for grease and scoured wools would be as prohibitory to their importation as 10 and 30. Two cents per pound for unwashed wool and 6 cents for scoured wool is as much as should be imposed. This would give quite a revenue to the Government, would continue and increase the manufacture of certain fine grades of goods, with the consequent benefit to labor and capital, and would not injure our own woolgrowers, because our domestic wools could not be used in place of Australian, and therefore would not suffer from decrease of demand, for the grades of foreign wool used would simply be in excess of what would otherwise be used, and not in the place of domestics. From considerable experience in traveling and buying in our Western woolgrowing States, I have learned that wool can be raised on the plains of Texas, New Mexico, Arizona, Montana, and other States at 10 cents a pound at a profit, and on an article which can be raised at a profit at 10 cents or less it seems to be absurd to impose a duty of 10 cents. Two cents a pound for unwashed wool would be equal to 20 per cent of a remunerative price to woolgrowers at the West. I believe that owing to undervaluation of our goods that the present ad valorem duty does not now protect our goods more than ranchmen would be protected on 2 cents a pound for their wool, and our knit goods are fairly protected now. Owing to the large value per pound of our goods, 30 cents a pound specific duty may not be equal to more than 2 cents a pound on 10-cent wool.

But it is not my purpose to argue the question, but only to state the facts. I reiterate my firm conviction that 2 and 6 cents for wool in the grease and scoured is ample for protection, and will bring revenue to the Government, while more than that will simply deprive us of revenue and deprive our manufacturers of the ability to manufacture certain desirable goods, and prevent our citizens from using them except as they buy in foreign countries, thereby giving employment to foreign labor and capital.

I will add that with a duty of 2 cents on a pound on wool in the grease the goods made by the Valentine Knitting Company would be amply protected by a duty of 30 cents a pound or its equivalent. Knit goods, like clothing, represent labor, trimmings, etc., the wool in them being only one-fourth or one-half of their cost; hence the increased value per pound. The varying cost of goods is a factor in estimates of the relative duty between goods and wool, and the conditions prevailing the first year after change may be materially altered, as business becomes more prosperous, and price of labor, raw stock, and goods increase in value.

I have been obliged to generalize largely, as many details would extend this article beyond permissible limits.

A. B. VALENTINE,  
*Of the Valentine Knitting Company.*



## COMPOUND DUTIES RECOMMENDED.

## STATEMENT SUBMITTED BY A. D. JUILLIARD &amp; CO., MANUFACTURERS, OF NEW YORK CITY.

NEW YORK, *December 29, 1896.*

## COMMITTEE ON WAYS AND MEANS:

I wish to submit a few suggestions as to the adjustment of duties on imported woolen cloth and dress goods in the tariff bill now being formulated. My excuse for so doing at this time is the fact that for many years I have been largely interested in the manufacture and sale of domestic goods of this description, and my knowledge on this subject has been gathered in the hard school of experience.

It is announced in the newspapers that your committee will, in all cases where it may be found practicable, recommend the imposition of purely specific rates of duty. Generally speaking, this is a step in the right direction; but in respect to cloth and dress goods I apprehend that, after a careful study of the question, it will be found to be utterly impracticable, for the reason that values per pound on such goods vary so widely. To introduce a sliding scale of specific rates, based on the value per pound, such as I have had submitted to me for my consideration, would, in my judgment, be only adopting a still more complicated and dangerous system of practically ad valorem rates. Appraising officers and consuls abroad can now arrive at something approximating the value of many classes of such goods per yard or meter, but to ascertain such value by weight would be far more difficult and open many doors for fraud.

There remains, then, only one other method of dealing with this subject, and that is by the imposition of compound duties, adjusted by weight for men's wear and by square yard on dress goods, with such ad valorem as may be found judicious.

In respect to wools, one very important fact must not be lost sight of, and that is the present price as compared with former prices when specific rates were imposed at 10 to 12 cents per pound. The equivalent of those rates reduced to ad valorem varied from 20 to 30 per cent, while the same specific rate to-day would be two and three times this amount. The adjustment of this, in order to protect the woolgrowers and manufacturers equally, is one that must be carefully dealt with and by expert manufacturers.

The specific rate on wools has in the past always operated against the interest of both growers and manufacturers, for the reason that only the cleanest and lightest quality would or could be imported.

All heavy or unconditioned wool was in consequence thrown on the English market at less than its value, and in turn the foreign manufacturer would make goods at an actually lower cost than he could from choice stock, and send the goods to this country to be sold in competition with those made here with the high-cost wools.

It is my decided opinion that a compound rate should be applied to wool as well as to goods—a rate of 3 cents per pound on carpet wools and 5 cents per pound on all other wools, no matter what condition, and enough ad valorem to bring up the amount to what is just and proper.

One other point which will undoubtedly be called to your attention regarding the silk schedule is the competition we are now meeting from



Japan. No ad valorem rate will protect us in this, and I would recommend that some specific rate, such as may be formulated by the best silk expert, be applied.

A. D. JUILLIARD.

## COST OF RAISING WOOL.

### LETTERS ON THE SUBJECT FROM MICHIGAN WOOLGROWERS.

HOWELL, MICH., *January 4, 1897.*

DEAR SIR: Yours of the 29th ultimo received and contents noted. As to the cost of keeping sheep and raising wool in this State, that will vary some, but I think a fair average cost will be about as follows:

|                                                                                                     |        |
|-----------------------------------------------------------------------------------------------------|--------|
| Say 26 weeks, summer pasture, 2 cents per week .....                                                | \$0.52 |
| Say 26 weeks, winter feed—hay, straw, and grain—with care and attention, at<br>1 cent per day ..... | 1.82   |
| Interest one year on investment of \$2 at 6 per cent.....                                           | .12    |
| Total .....                                                                                         | 2.46   |
| Then add cost of washing and shearing and marketing (say).....                                      | .15    |
| Cost per head.....                                                                                  | 2.61   |

I consider  $33\frac{1}{3}$  per cent a fair increase, as flocks will not average over 50 per cent females, and there are more or less losses of both old and young.

Wools in this section average about 6 pounds per head washed, or  $7\frac{1}{2}$  to 8 pounds unwashed. With good washed merino wools at 30 cents per pound, and unwashed at 20 cents, with the average increase of  $33\frac{1}{3}$  per cent, wools would be fairly remunerative, but not a gold mine. For the past three years they have sold for less than half that price on each grade. The result has been disastrous to the flocks, and more than one-half have gone to the shambles. Had it not been for the hope that relief would soon come there would have been few left in this county to-day.

I believe that there should be a duty on all foreign wools (except strictly carpet wools) of 10 cents per pound specific on unwashed, 20 cents on washed, and 30 cents on scoured. This I think would stop the destruction of our flocks and in perhaps five years restore them to the quantity we produced in 1892. The farmers and woolgrowers feel (and justly, too) that they were unjustly discriminated against in the last tariff bill. The manufacturers had 35 to 50 per cent protection, the farmer nothing. Should such a discrimination occur again the result would be disastrous. I noticed recently a feeler put out of, say, 4 cents on wools costing 8 cents, with a little advance on each 2 cents cost. That could not have been any more than a feeler—it would not help the farmers.

The farmers want only what is fair on the wool question, but they want that, and they should have it. A straight 10 cents per pound specific, without any loopholes on grades or inspection of foreign unwashed, I believe would be the right thing.

About eight years ago I was asked by Boston parties to get for them the actual cost of producing wool in Michigan. I asked Messrs. E. J. and E. W. Hardy, of this county, to give me the cost of keeping a flock of 100 sheep. This they did and reported January 13, 1888. They are as good practical farmers as we have in Michigan. At the same time I asked George B. Wilkinson, who lives in another town, 10 miles from Hardy, also a good farmer, who keeps his farm books as close as a



merchant. Neither knew that the other was figuring on it. The Messrs. Hardy made the cost  $2.79\frac{1}{2}$  cents per head; Wilkinson 2.76. I inclose you both their detailed estimates, as I have copies of them. With present low prices of grain I make the cost a little less. I keep now on our farms about 700 sheep. Five years ago we had over 1,600. I have been a wool buyer every year since 1858 and know the sentiment of farmers and what they say on wool questions.

WM. MCPHERSON, Jr.

HOWELL, MICH., *January 13, 1888.*

*Cost of keeping a flock of 100 sheep one year in Michigan, allowing them to be worth \$2.25 per head.*

[By E. J. and E. W. Hardy for William McPherson, jr.]

DR.

|                                                       |               |
|-------------------------------------------------------|---------------|
| Interest on investment, at 7 per cent.....            | \$15.75       |
| Summer pasture for 26 weeks, at 2 cents per head..... | 52.00         |
| Rent of ram.....                                      | 5.00          |
| Wintering:                                            |               |
| 13 $\frac{1}{4}$ tons hay, at \$8 per ton.....        | 106.00        |
| 45 bushels oats, at 30 cents per bushel.....          | 13.50         |
| 45 bushels corn, at 50 cents per bushel.....          | 22.50         |
| 26 loads straw, at \$1 per load.....                  | 26.00         |
| Washing.....                                          | 2.00          |
| Shearing.....                                         | 10.00         |
| Twine, doing up wool, and marketing.....              | 3.25          |
| Care.....                                             | 20.00         |
| Total.....                                            | <u>276.00</u> |

CR.

|                                                          |               |
|----------------------------------------------------------|---------------|
| 600 pounds wool, at $32\frac{2}{3}$ cents per pound..... | 196.00        |
| 40 lambs, at \$1.50 per head.....                        | 60.00         |
| Value of manure.....                                     | 20.00         |
| Total.....                                               | <u>276.00</u> |

[Made by George B. Wilkinson for William McPherson jr.]

HOWELL, MICH. *January 1, 1888.*

DR.

|                                                            |               |
|------------------------------------------------------------|---------------|
| 100 sheep, at \$2.50 per head, interest at 7 per cent..... | \$17.50       |
| Hay, 1 pound each day per head, \$8 per ton.....           | 60.00         |
| Wheat or oat straw, 15 tons, at \$1 per ton.....           | 15.00         |
| Corn or bean straw, 10 tons, at \$3 per ton.....           | 30.00         |
| Grain, one-half pound per day, oats and corn mixed:        |               |
| Oats, 85 bushels, at 30 cents per bushel.....              | 25.50         |
| Corn, 85 bushels, at 50 cents per bushel.....              | 42.50         |
| Care during winter, 25 cents per head.....                 | 25.00         |
| Washing sheep, 4 cents per head.....                       | 4.00          |
| Shearing sheep, 10 cents per head.....                     | 10.00         |
| Summer pasture, 50 cents per head.....                     | 50.00         |
| Total.....                                                 | <u>279.50</u> |

CR.

|                                                           |               |
|-----------------------------------------------------------|---------------|
| Seven pounds of wool per head, at 30 cents per pound..... | 210.00        |
| Increase of sheep, 35 lambs, at \$2.50 per head.....      | 87.50         |
| Total.....                                                | <u>297.50</u> |
| Balance.....                                              | <u>18.00</u>  |



## WOOLS ON THE SKIN.

(Paragraph 685.)

## STATEMENT SUBMITTED BY JOHN C. LANE, OF BOSTON, MASS.

BOSTON, *December 16, 1896.*

## COMMITTEE ON WAYS AND MEANS:

If there is to be any duty on wool there should be a higher rate of duty upon wool separated from the sheepskin than upon wool imported on the skin. In the town in which I live, in the suburbs of Boston, are two sheepskin tanneries, one of which, I believe, has been tanning the largest amount of sheepskins tanned at any one place in the world. In accordance with the protective idea, as I understand it, the product in a higher condition of manufacture should be subject to a higher rate of duty than an article which has been subjected to less of the manufacturing process; therefore I would urge serious consideration of the above suggestion.

Heretofore no such distinction has been made. Sheepskins have been theoretically free of duty, like hides, and wool has been subject to a duty until the repeal of the McKinley tariff, while in the McKinley bill (and previously) it was provided by law that the tariff upon wool on the skin should be the same as upon wool by itself.

The duty upon wool, as you know, was doubled if the wool had been washed and trebled if it had been scoured, and it was deemed to have been scoured if cleansed in any other way than by simple washing with water on the sheep's back. The effect of these provisions has been to make the duty the same on the dirt, etc., in the wool as upon the wool itself, and practically has imposed a penalty of serious amount upon the importation of any wool which was more than ordinarily dirty. The dirtiest part of the fleece of a sheep is the long locks under the belly, upon which the sheep lies down, often full of dirt, dung, and other filth, and also in some cases (if the sheep is killed before the fleece is removed) with blood and gurry.

The McKinley bill gave an advantage to the importer of the fleece as compared with the importer of the sheepskin with the wool upon it, by allowing the former to skirt the fleece by removing this extra dirty part of the wool without incurring any additional duty upon the remainder.

Furthermore, there is a greater amount of dirt in the wool next to the skin of the sheep than generally throughout the fleece; and the importer of the fleece sheared from the skin would have the additional advantage of avoiding the payment of duty upon this dirt. I have been unable to discover any strictly legal justification for the making of any allowance to an importer of sheepskins on account of this extra dirt. No allowance was made to the importer of one lot of fleeces which appeared to be more dirty than another. But, as a practical matter, some allowance was made in the custom-houses to the importer of skins with some wool on them regarded as dutiable, sometimes more and sometimes less, as the judgment or notion of the appraisers might dictate, or the disposition might be to favor or impede importations. Of course, in all such cases, the importer, so far as he endeavors to do the business at all, was glad to accept whatever allowance he might get, and try to be thankful that things were no worse; but business should not be subject to such precarious conditions, and as a matter of fact, importation of skins with the fleeces was not successfully carried



on to any extent. Any such allowance should be made legal, and be specific rather than ad valorem in amount.

The process of pulling the wool is an important one. The wool is sorted in the process of pulling. It requires some skill on the part of the laborer. If properly conducted, it insures to the tanner a better quality of skin; and I have no doubt that you will agree with me that any wool and sheepskins which are to be imported into this country at all should be imported together and the wool-pulling process be carried on in this country, instead of the skins being sent to England or elsewhere, the skins and wool separated there, and then imported to this country separately. In my own town the wool-pulling industry, in connection with sheepskin tanning, existed thirty or more years ago, and was reestablished about the time of the repeal of the McKinley Act, and so far as imported skins were concerned was promoted by the passage of the Wilson bill, because the Wilson bill, in making the importations of wool free, practically removed the discrimination of previous laws against the importation of wool on the skin and in favor of importing the wool and skins separately. This, of course, was an accidental result, rather than the object, of those provisions of the Wilson bill, and might be attained under a proper protective tariff.

JOHN C. LANE.

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PHILADELPHIA, *December 30, 1896.*

COMMITTEE ON WAYS AND MEANS:

The pulling of wool from sheepskins gives employment to many thousands of operatives in the United States.

First, requiring much labor and skill in removing and sorting same.

Second, the wools pulled from skins which have about 1 inch length of wool on them or less are used for the hat and carpet purposes and do not come in competition with wools sheared from the sheep.

Third, the large packing industries now extant in the United States practically control the slaughter of sheep therein, and by their vast capital will control both the wool-pulling and sheep-slaughter industry in this country unless we are privileged to buy foreign skins.

We therefore hope that your honorable body may see fit to place a duty on long full-wooled skins equivalent to the same rate as other wools in order to protect the woolgrower. We, however, plead that sheepskins with 1 inch of wool or less thereon be admitted free, otherwise thousands of sheepskin operators in the Eastern States will be compelled to abandon their trade and vocation, as the conditions regarding the slaughter of sheep are different from what they have been heretofore, there being very few sheep slaughtered east of Chicago, which a few years ago was quite different. Wool skins were free of duty prior to 1868, when there was a duty on wool, yet we feel satisfied that to advocate this would meet with honest opposition from the woolgrowing interests. We trust however that you will give us free of duty sheepskins with 1 inch of wool thereon or less, as a matter of fact, for the best interests of the country. These short-wool skins are imported principally from the South American States; those from Brazil give us carpet wools, and the more southern from Uruguay, Argentina, and Chile give us the short fine wool which is used for hat-felting purposes. What we ask will not injure the woolgrower in the least, and we trust our suggestions will meet with your consideration and approval.

We are, very truly, yours,

HENRY G. REINEKE & Co.



## CARPET WOOLS.

MEMORIAL OF COMMITTEE REPRESENTING THE AMERICAN  
CARPET MANUFACTURERS.

DECEMBER 26, 1896.

## COMMITTEE ON WAYS AND MEANS:

The undersigned, constituting the committee representing the American Carpet Manufacturers, have this to say:

It is needless to say that any duty on carpet wools is not beneficial to the carpet manufacturer, nor to the consumer, except so far as it may help the woolgrowing interests of the country, thereby helping general business and trade.

Believing in the principle of protection, we are willing to have accorded such fair degree of protection to the woolgrower as we ask for ourselves, being cognizant of the fact also that our greatest prosperity in carpet manufacturing has been under dutiable wool and that our greatest business depression has come under free wool. At the same time we deem it only fair to the interests which we represent to state that, in our opinion, the rate of duty on carpet wools (which, by the way, are not grown, and for economic reasons are not likely to be grown, in this country), whether fixed in specific or ad valorem form, should be such reasonable rates as would conform to those in existence under the act of 1890, with the same dividing line of price.

At a meeting of the entire carpet manufacturing interests of the country held in New York, December 23, 1896, a resolution was unanimously passed favoring a duty on carpet wools, and that this duty should be specific.

M. J. WHITTALL.  
ROBERT DORNAN.  
JOHN SANFORD,  
*Chairman.*  
JOHN SLOANE.  
ALEXANDER CROW, Jr.  
F. T. HOLELER.  
SAMUEL B. STINSON.  
THOMAS BROMLEY, Jr.,  
*Secretary.*

STATEMENT SUBMITTED BY MESSRS. ABBOT & CO., MANUFACTURERS,  
OF GRANITEVILLE, MASS.

JANUARY 7, 1897.

## COMMITTEE ON WAYS AND MEANS:

Whatever duty may be imposed on carpet wools, they should be allowed to come in the same condition as the countries exporting them are accustomed to send them. That is, we want the value rather than the condition recognized as the basis of the duty. Carpet wools are not put up with reference to being sold in the American market; they come from a great many semibarbarous countries, and the people put them up as they have been in the habit of doing for many years past.

I here submit a wool circular of kinds and prices of wool issued by the firm of J. L. Bowes & Bro., of Liverpool, showing quotations on 220 kinds and conditions of carpet wool, by which it will be seen not only that these wools come from many different countries, but that even



different provinces of the same country put up carpet wools in ways peculiar to themselves.

Liverpool, London, and Marseilles are all large foreign markets for these wools, and much wool comes from them to New York, Philadelphia, and Boston, which are the principal markets for these wools in this country.

Whatever the duty, we desire it to be so levied that we shall not be restricted by the American definitions of washing, skirting, or sorting, or in any way assuming that these wools are put up for the American market or to be subjected to American conditions and ways of preparing and packing wools, and the duty on these wools should be an *ad valorem* duty, as was the case under the tariff act of 1890.

The firm of which I am a member has used during the five years ending December, 1895, over 16,000,000 pounds of carpet wool and over 4,000,000 pounds of camel hair, or an average of over 4,000,000 pounds per year. This quantity of wool has been used for making yarns for Wilton, Brussels, tapestry, ingrain, and Axminster carpets. None of it has been put into yarns for cloth. The camel hair has been used for carpet yarns and for making a coarse, heavy cloth used in oil presses by those who make cotton-seed and linseed oil.

None of the combing wool, which comprises 15,727,753 pounds of the whole, has been of domestic growth. We are never offered domestic combing wool by dealers and brokers for carpet purposes, and in buying the above quantity, if there had been any domestic worsted wool which was of such low quality that it had to be used for carpet purposes, we feel quite sure that we should have been solicited to buy it. Since we have not bought any nor seen any nor heard of any we do not believe there is any, and as we will have in the future, as in the past, to draw our entire supply from abroad, we must have the opportunity to import the wools from the great markets abroad or the countries of growth in the condition they are usually sent to market.

It is not to be expected that carpet wools will be raised in this country in the future any more than in the past. The same labor and expense will in this country produce a fleece of greater value than when expended in raising carpet wools.

Mr. James Lynch, of New York, an eminent authority on all wools, said in September 1871: "No one has ever embarked in the business of growing carpet wool by itself, nor is there any likelihood of its being done;" and his words have proved correct. The American grower has put his effort to growing a better class of wool, and has succeeded.

This is also recognized by Hon. Henry S. Randall, chairman of the executive committee of the National Woolgrowers' Association, in a statement to the revenue commission of 1865-66 as follows: "The duties named in the draft of the bill on coarse, hairy carpet wools, which compete with none grown or which can be profitably grown at present in the United States are proposed for revenue purposes only." Therefore any duty placed upon carpet wool should be considered as a revenue duty, and that the cost will be increased to the consumer by the amount of that duty. This is shown by the course of prices in 1894, when wools that were costing  $27\frac{1}{2}$  cents per scoured pound after the removal of the duty cost only  $21\frac{1}{2}$  cents per pound scoured and have been at about that price ever since, except in 1895, falling about 1 cent per pound lower.

When the division of wool into classes was made by the tariff of 1867, the basis of classification was made by blood and not by use. It was fully recognized at that time that carpet wools were used to some extent for other purposes than for carpets, but the classification by blood, all



things considered, was thought to be the most equitable. I append an article by Dr. Hayes, secretary of the Wool Manufacturers' Association, and commented upon by Dr. Randall, of the Woolgrowers' Association, in which, while they agree that some small amount of carpet wool will be used for clothing purposes, they claim there is no way to prevent it, and it is so unimportant that it should not be considered.

In the testimony given before the Ways and Means Committee in January, 1889, a statement by George William Bond was read, giving it as his opinion that much less than 8,800,000 pounds of carpet wool had been used for clothing purposes during 1887 out of an importation of 81,507,477 pounds, an amount so small as not to influence the price of the American clip to any marked degree.

If the estimate is correct that the United States consumes in a normal year 500,000,000 pounds of clothing wool, while the production in 1894 was but 340,000,000 pounds and has since diminished to 272,000,000 pounds, it seems as if the domestic woolgrower would have full field for development without paying any attention to carpet wool, which none of them want to raise, and the skirtings of domestic fleeces will continue to go into coarse goods as formerly, leaving the carpet manufacturers, in the future as in the past, entirely dependent on foreign markets for their raw material. Such being the case, we wish the duty on carpet wools levied on the basis of value, not condition, as has always been done heretofore, and for revenue purposes only.

I understand it was stated to the Ways and Means Committee, January 6, that a dividing line of 10 cents would include in its lower division nearly all the wools used for carpets. This was given as the opinion of a gentleman who is neither a dealer nor manufacturer of carpet wools.

I have already stated that all our wool goes into the manufacture of carpet yarns, and I wish to add that we are using for that purpose wools costing on the wharves at Boston 19, 18, 16, 14, 12, and 10 cents per pound; nearly all the long carpet combing wools cost over 10 cents per pound. Under the act of 1890, at the limit of 13 cents per pound, we were obliged to use the heavy shrink combing wools, the foreigners who are not limited being able to purchase wools relatively cheaper. It can be proved easily that lowering the dividing line will increase the cost of these carpet combing wools, as surely as raising the duty will do.

Although the average of carpet wools imported last year was  $9\frac{2}{10}$  cents per pound, it was obtained through the averaging of these high-cost wools I have mentioned with the low ones; and on making a lower dividing line you would at once limit the range of selection.

It has been commented on by the manufacturers of this class of wool that the ad valorem duty at a uniform rate without limit would act more equitably than did the act of 1890, where the limit was put at 13 cents per pound.

We respectfully submit the above to your honorable committee and trust that it may receive your favorable consideration.

Respectfully, yours,

ABBOT & Co.

By A. J. ABBOT,

*The National Association of Wool Manufacturers.*

#### APPENDIX.

[On the use of carpet wools for clothing purposes, taken from the bulletin of the National Association of Wool Manufacturers for 1889, pages 180-182.]

It may be wise to turn to the testimony of the originators of the present classification to learn what was their understanding of the meaning and intent of the law



which they proposed. No better or more complete expression of the objects which they sought to obtain can be found than is contained in the statements made by Hon. John L. Hayes and Dr. Henry S. Randall, both leading spirits in the convention of wool growers and wool manufacturers which recommended the present classification of wool to Congress.

Mr. Hayes, in 1869, discussing similar assertions arising from dissatisfaction with the operation of the law, referred to the agreement between the two branches of the industry represented in the convention, and said:

"This agreement was as follows: 'A provision to be inserted in the tariff laws requiring all wools now known as Mestiza, Cape, and Australian wools to be subjected to a duty of not less than 10 cents per pound, and 10 per cent ad valorem; said provision to be so worded as most effectually to prevent these and similar wools from being admitted at a less rate of duty; the rates of duty on all other wools to remain as they now are, with the exception of wools the growth of Canada, which, in the absence of treaty stipulations, shall be subjected to a duty of — cents per pound.'

"This agreement, it will be seen, attempts no classification of wools according to the purposes for which they are adapted. The first part of the section clearly relates to wools of Merino blood only, this being the characteristic type of all the wools mentioned. There is nothing in the agreement by which it can be remotely inferred that all wools suitable for clothing purposes were to be subjected to the increased duty; and none but carpet wools should remain in the class upon which the duty was not to be increased.

"The wool tariff itself, by which this agreement was sought to be carried out, classifies the wools only partially, according to the purposes for which they are adapted; and where it has reference to the use of the wool, it considers only the principal use. The principal means of determining the classes from which the Secretary of the Treasury is to direct the selection of samples are the blood and the countries from which the wools have been heretofore imported, the countries being designated to throw light on the character of the wools. The designation of the names and classes, such as 'clothing wool,' 'combing wool,' 'carpet and other similar wools,' is subordinate to the other terms of the act defining the wools in each class. Thus, the merino wools of the first class are largely used for stuff goods, which are clearly distinct from clothing purposes, and are very largely combed; but they properly receive their designation of clothing wools from their principal purpose. No one has ever pretended that the wools of the third class—'carpet and other similar wools'—are used exclusively for carpets. This is expressed in the language, and 'other similar wools,' the term 'carpet' being only the principal designation, implying, as is the fact, the most important use.

"If all wools suitable for clothing purposes or used for clothing purposes were to be included in the first class, all would be absorbed. This was the primary use of all wools. All can be spun and woven into cloth. The wools of Merino blood and Down clothing wools are principally and most advantageously used for cloth. The 'combing' and the 'carpet and other similar wools' are principally and most advantageously used for other purposes. The name of the class designates only the most characteristic use, just as the names shepherd dog, pointer, or bloodhound points out the characteristic qualities of these animals, though all may be watchdogs.

"It is an error that considerable quantities of wool, suitable for clothing purposes, of so large an amount as to greatly injure the American woolgrowers, are admitted under the third class, paying only 3 cents a pound. This is impossible, except with gross negligence, or fraudulent connivance, on the part of custom-house officers, under the system provided for determining the classes to which imported wools belong, that the distinctive or standard samples, prepared under the direction of the Secretary of the Treasury, deposited in the custom-house, shall be used by the proper officers of the customs to determine the classes to which all wools belong.

"It is the duty of the custom-house officers to classify the wools according to the standards of character, irrespective of any theory. The standards are believed to be sufficient for the general application of the laws. The agitation of this question, instead of enlarging any of the classes, it is believed has had the effect to lead the appraisers, if possible, to greater care in conforming to the samples."

Dr. Randall, commenting on these remarks by Mr. Hayes, said:

"It is a fact that wools of each of the recognized classes can be, and actually are, used to some extent in the fabrics to which the other classes are specially adapted. Thus a comparatively small portion of carpet wool is manufactured into coarse blankets; possibly it or its noils are sometimes made into a very low order of clothing goods; and we should not by any means dare to swear that some of it does not get into combing fabrics. But, in the first place, it can not in the present condition of things in our country, be profitably used in these ways to any serious extent; and secondly, the slight loss of protection thus incurred by the American growers is compensated by the use of their wools in carpets. If then it had been enacted that all classes or kinds of wool, which furnish any clothing or combing wool, should pay



the same duties as those two kinds, the practical result would be a horizontal tariff—all, or nearly all, kinds bearing the same rate of duties.

"If protective duties on carpet wool were necessary to foster an existing and important national husbandry, which was essential to the public subsistence, to the general agriculture of the country, and to the utilization of vast portions of the public domain, as is the case with clothing and combing wool husbandry, then those duties would be as justifiable in one instance as in the other; and the same ultimate compensation would be made to the consumer by the reduction of prices by domestic competition. But duties equal to those on clothing and combing wools will not now, nor probably for generations to come, lead to any extensive production of carpet wools in our country, because it would cost as much or more per pound to grow them as to grow the former, and the aggregate value of the wool and mutton would be less. For our growers, then, to insist that carpet wool shall perpetually pay the same duties as the seriously competing wools, because a comparatively small amount of it can be, and is, used in clothing and combing fabrics, when, too, as already said, this use finds an equivalent in the use of the former in carpets, would betray a selfishness so inordinate that it could not fail to disgust the great mass of our people. And it is very safe to say, we think, that no such legislation could be procured from Congress.

"To attempt to impose duties solely according to the use to which every bale of imported wool is actually put, thus doing away with classification and the use of standard samples, and making use instead of character the criterion of duties, would, under any system of execution which we can possibly conceive of, be attended with intolerable evils. We believe the essential object of the woolgrower—protection from foreign competing wools—was about as well accomplished, in both form and matter, as is often done in tariff legislation."

#### ADDITIONAL STATEMENT SUBMITTED BY ABBOT & CO.

GRANITEVILLE, MASS., *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

I have seen it reported in the papers that Mr. Theodore Justice, of Philadelphia, testified before the committee that a limit of 10 cents would include all the carpet wools used in making carpets, in his opinion. The fact that Mr. Justice claims to be a dealer exclusively in American wools is sufficient to explain how he could be led into such an error. From our own experience we desire to contradict that statement flatly, if he is correctly reported.

From October 1, 1890, to October 1, 1896, a period of six years, we consumed in our factory over 19,800,000 pounds of carpet wool and over 4,300,000 of camel's hair. All this wool was used in carpet yarns. About 19,000,000 pounds of the wool was carpet-combing wool, used in making carpet worsted yarns. We are at the present time importing carpet-combing wools, to be used only for carpets, at all prices up to 18 cents per pound. The higher priced wools above 14 cents may be termed light-shrinkage washed wools, the shrinkage ranging from 35 to 16 per cent.

The limit of 10 cents would in average years exclude the Cordova and Valparaiso wools of South America and the Scotch highland wools of Great Britain, all unwashed standard carpet wools, amounting to about 41,000,000 pounds, besides others from different parts of the world. This country has always taken large amounts of these wools.

The Cordova and Valparaiso wools are heavy wools, losing about 54 per cent in scouring; the Scotch wools from 36 per cent for very light wools to over 50 per cent. The washed wools costing about 12 to 14 cents are heavy wools, losing over 35 per cent. Most of them are Asiatic wools, whose value is diminished on account of their mixed colors of white, light gray, dark gray, and black, worsted yarns from colored wools bringing a lower price in the market.



The camel's hair is made into worsted used for making press cloth, a heavy fabric used in pressing cotton seed and linseed in oil mills.

We believe an ad valorem duty on carpet wools without limit would work equitably for all. If a limit is necessary, that limit should not be reduced below 13 cents, unless it is expected that carpets will cost much more than in 1892.

The writer is aware that many loose statements have been made in the past eight years about a large amount of carpet wool being used for clothing purposes, and has many times inquired of dealers of his acquaintance, but has never been able to find one who would admit that his sales for clothing purposes amounted to over 5 per cent, leaving 95 per cent for carpet purposes. So far as he is aware, no figures have ever been presented by the woolgrowers' representatives, they merely asserting that large quantities have been used.

We are therefore of the opinion that not much, if any, larger per cent of carpet wool is being used for other purposes than was contemplated by the originators of the present classification, when blood and not use was made the foundation of the classes.

ABBOT & Co.

**STATEMENT SUBMITTED BY MR. ARTHUR T. LYMAN, OF BOSTON,  
MASS., REPRESENTING THE LOWELL CARPET COMPANY.**

BOSTON, MASS., *December 24, 1896.*

**COMMITTEE ON WAYS AND MEANS:**

In addition to what has been said, I wish to say that a duty on carpet wools, by increasing the cost of wool carpets, greatly handicaps those who use wool for carpets by allowing cheaper, though woven, carpets to be made of cattle hair, cotton, and shoddy. With free wool we can make an ingrain carpet so cheap that it is much harder to pass off a cotton and hair carpet on the consumer. In carpets and all woolens the buyer at retail is easily deceived.

We are satisfied with the present conditions of the tariff. I think there is not a big mill in Lowell or Lawrence that cares to have the present tariff disturbed, though there is, of course, a preference for specific duties on goods. The advanced rates of the McKinley bill did much harm by starting reckless competition at home. The wool-carpet trade is specially liable to injury from high duties, as its whole supply comes from abroad. If the duty is not over 30 per cent I think all wool-carpet makers would prefer one uniform rate on all wools ad valorem. If the duty is 50 per cent some would prefer a lower rate on class 3 wools, thinking justly that 50 per cent on fine wool may well be fatal to their business when all other manufacturing countries admit wool free.

As treasurer of the Lowell Carpet Company, of Lowell, I wish also to protest against any form of duty on wool except one uniform ad valorem rate on all wools, without regard to class, or mixture, or skirting, or sorting, and especially against any system of duties based on dividing lines of value.

This system is very troublesome if honestly executed, and it offers terrible temptation to fraud. In an East India wool auction at Liverpool the American buyers, under the old line of 12 cents, used to bid up to 5 $\frac{3}{4}$  pence, which was the extreme limit (only one-fourth penny bids being accepted), and the foreign buyer bid 6 pence and got the wool, or forced the American to pay double duty. Later, to meet the American



necessity, the packer in India put in more sand and so enabled us to buy at  $5\frac{3}{4}$  pence, but made us pay 3 cents per pound for sand; or Scotch wool, bought at 6 pence or above, i. e., over 12 cents, was invoiced at  $5\frac{3}{4}$  pence or less, and the nondutiable charges were fraudulently increased, as in some noted cases in Philadelphia. The Montevideo wool is necessary for producing certain effects which no American wools will give, and a large mixture of wools is needed in many woolen and worsted fabrics.

But the heavy duties, and the specific duties, and "sorting clauses," and dividing lines press most severely, perhaps, on the wool-carpet manufacture, which needs about 100,000,000 pounds of greasy wool per year. This is almost wholly, of necessity, foreign wool. When the Lowell Carpet Company is working full, it needs about 10,000,000 pounds annually, and we buy no American wool except, possibly, now and then, in some peculiar state of the market, or when a fine-wool mill wishes to get rid of some coarse sorted wool, a few thousand pounds. There are years when we do not buy a pound, and this is the general rule. This shows that there is practically no carpet wool raised here. This is a matter of course, because the fine-wool sheep have more pounds to a fleece, and each pound is of much more value than carpet wool. If the class 3 wools, therefore, are excluded we have no available material, and must give up the market to foreign carpets. If a duty is put on first and second class wools we should not wish to have class 3 wools free, or even at a lower rate. If they were free the duties on carpets would not, of course, be raised, and there would be a large new use made of the free third-class wools. This would put up the price. Meantime, the foreigner, under the effect of heavy duties on first and second class wools, would use the coarse parts of those wools, as he does now, and would have two artificial advantages given him by the force of the tariff—getting cheaper wool and making cheaper goods, without increase of duty on the carpets, and against a higher cost of wool to us. An ad valorem rate would enable us to get wool for our works in reasonable assortment and condition. If the duty is high it will, of course, hurt our sales, owing to increased cost, and further by the increased use of cotton and jute and cattle hair in American carpets competing with American wool carpets. Under the McKinley bill East India wools, which, as they usually come to market, are all sorted wools, were all excluded by the doubled duties, as sorted. The exclusion broke down the price of the best white Kandahar East India wool about 4 cents per pound, for the benefit of the foreign manufacturer. Some East India wools were sent in the grease, to avoid the double duty, but they were in very unsatisfactory condition. The dividing line of 13 cents also made it necessary to ship the Russian carpet wools in the grease, which was also unsatisfactory, and made us pay freight on 50 per cent of grease and dirt. Under an ad valorem rate there would be little temptation to undervaluation, as values of raw wool are well known.

ARTHUR T. LYMAN,  
*Treasurer Lowell Carpet Mills.*

**STATEMENT SUBMITTED BY MR. EDWARD F. MASON, MANUFACTURER, OF PHILADELPHIA, PA.**

JANUARY 5, 1897.

**COMMITTEE ON WAYS AND MEANS:**

As a manufacturer of Brussels carpet, I would submit to your committee a few thoughts on the proposed revision of the tariff.



(1) Third-class wool does not need protection, inasmuch as for twenty years back none has been grown in the United States, the flocks having all been bred to finer quality, and no duty on carpet wool can be high enough to induce their production in the United States.

(2) If for purposes of revenue it is deemed necessary to place a duty on third-class wool, said duty should in no case be relatively increased as compared with first and second-class wools in the McKinley bill, but rather diminished.

(3) The duty should be ad valorem on third-class wools, not specific, the same objections not existing to ad valorem duty on raw material as in the manufactured article, where much greater opportunity for fraud exists.

(4) There should be no change in the classification of carpet wools unfavorable to the manufacturers. The classification in the McKinley bill was arrived at after long and exhaustive discussion between the woolgrowers and the carpet manufacturers, and, while not satisfactory to either, was the result of mutual concessions, and as such should not be disturbed or that feature reopened for discussion. If it is, much bad feeling on both sides will probably result, for three weary days were spent in talk before this agreement was reached.

(5) The same remarks apply to the dividing line of 13 cents. Much acrimonious and prolonged discussion was had before this result was agreed to, and the same reasons exist as did then for not lowering the line (it should be increased to 15 cents). The prices of to-day or any one given period should not be alone considered in arriving at a decision. We may reasonably expect the market at no distant day to regain a normal condition so far as demand and prices go, and then many wools that are necessary to the production of carpets would be shut out if the dividing line should be lowered, as the duty would be prohibitory.

(6) The compensatory duty on manufactured goods should bear the same relation to the duty on third-class wools as in the McKinley bill, which is based on a most careful consideration of the whole subject by the most able and experienced men in the carpet-manufacturing business.

(7) The duty on goods should be compound as before; the ad valorem for protection and the specific for compensatory.

(8) In addition to Brussels and Wilton carpets, we also manufacture jute carpets and jute rugs. A very high duty should be placed on all Oriental fabrics, such as high-class rugs, jute rugs, mattings, carpetings, etc. These fabrics together have injured the home industry more than all other causes combined, and immediate relief is needed in this direction.

EDWARD F. MASON,  
*Of Schofield & Mason, Carpet Manufacturers.*

### SPECIFIC DUTY ON WOOL UNFAIR.

BOSTON, MASS., *December 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

You are entering upon the duty of revising the tariff, which embraces in the undertaking the wool and woollen schedule, and the signally important move of the transference of wool from the free list to the dutiable list, with a compensating duty to the woollen manufacturers.

The corporation I represent is the largest consumer of wool in the United States, having a capacity of 360,000 to 400,000 pounds of wool weekly, and producing the greatest quantity of woollen and worsted



men's-wear goods of any concern in the world, and engaging a force of 4,500 employees. Being, therefore, a consumer of wool and a manufacturer of worsted and woollen goods on an important scale, my suggestions could be regarded as being fraught with some responsibility.

The demands of the woolgrowers for protection, as expressed by Judge Lawrence, appeal to me as absurd and unjust toward the woollen manufacturer and toward the toiling masses of this country who are the largest consumers and who are opposed to unnecessary and excessive taxation, compelling them to pay exorbitant prices for clothing, but who undoubtedly, as expressed in recent elections, show a willingness to insure to every industry sufficient protection.

In our experience it is unjust for the woolgrowers to demand a specific duty on wool. It prevents the manufacturer, who is compelled to follow the demands of the consumer, from securing more completely the domestic market. He must make the quality of goods wanted, and if he does not the foreign manufacturer supplies the want. A specific duty, arbitrarily placing 12 cents a pound, or any rate per pound, on wool handicaps the manufacturer under these circumstances. He is at a great disadvantage in buying the necessary foreign wool to make the particular quality of fabric desired, wools which can not be raised in this country.

The specific or pound duty proposed to be levied on every pound of foreign wool imported, obliges the domestic manufacturer who needs those wools to import only such wools as contain the least amount of grease and dirt, which, being limited in quantity, leaves the entire balance of the wool clipped (amounting, I am informed, to 95 per cent) uncompeted for and at the disposal of the foreign manufacturer.

In thus securing cheaper his wool, the foreign manufacturer can repeat what he did under the previous tariff—slip his goods easily into this country, to the worry of the domestic manufacturer, whose explanation was the oft-repeated cry of “undervaluation,” but which I believe were honorably and legitimately imported.

Unless the manufacturer can secure the home market he has no use for the domestic wool, and to hold the market he must make the goods that the trade want, though they call for foreign wool. Every suit of clothes made from foreign cloth supplants home labor. If that peculiar “feel” is wanted in goods that can alone be had in Australian wool, the domestic manufacturer should supply that want. By securing to him the home market he can use the whole domestic clip easily.

The arbitrarily fixed specific pound duty demanded by the woolgrowers through Judge Lawrence, together with the compensating duty to the woollen manufacturer, which is absolutely necessary to him, when added to the regular worsted and woollen goods duty, makes an aggregate that is at once excessive and unpalatable to the people, and places the manufacturer in a misleading position, as receiving all this aggregate of protection, when in reality he is not.

I contend that the only proper and fair duty on wool should be an ad valorem one not exceeding 25 per cent; that the duty on woollen goods remain substantially as it is, say 50 per cent ad valorem, with the proviso that the equivalent of the duty accorded wool be added as compensating, and that portion only made specific—the distinction being that wool is an article of merchandise the value of which can be easily ascertained, while that of goods is attended with much confusion, due to manipulation and adulteration, and therefore easily made the object of fraud, inviting undervaluation.

The further preposterous demand of the woolgrower that skirted wools should pay double duty is not entitled to consideration. It is an



attempt to prohibit the importation of wool. The difference between skirted and unskirted in value at most is trivial, and does not call for special legislation. Further, it places a premium on dishonesty and encourages the slovenly marketing of our wools, which is sufficiently deplorable now.

I would most decidedly prefer the existing tariff to the one that will be made necessary by the wool-protection proposition of Judge Lawrence, the adoption of which I believe would keep our industry constantly in politics, with attending perplexities and uncertainties.

WM. M. WOOD,  
*Treasurer Washington Mills Company.*

### DISCRIMINATION TO BE AVOIDED.

NEW YORK, *December 29, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

I take the liberty of calling your attention to a fact which has heretofore been ignored in all tariff bills where a specific duty is put on wool in the grease; and as I presume that the tariff you are now framing will put a duty on this article, I will take the liberty of putting before you my views in detail.

A specific duty per pound on wool in the grease generally is a discriminating duty against some producing countries. The value of unwashed wool, i. e., the wool as it comes off of the sheep's back, is based entirely on what that wool will yield as scoured wool. For instance:

One hundred pounds of unwashed Australian wool will yield about 50 pounds of scoured wool ready for the manufacturer, whereas 100 pounds of unwashed Argentine wool will yield about 35 pounds of scoured wool.

You will readily see that if 100 pounds of Australian wool pay the same specific duty per pound as Argentine wool it creates a discrimination in favor of Australia.

To illustrate further, suppose the value of scoured wool to be 40 cents per pound, the 100 pounds of Australian unwashed wool would yield \$20; duty at 11 cents per pound on unwashed wool, \$11; net result, \$9. One hundred pounds Argentine unwashed wool would only yield \$14; duty, \$11; net result, \$3.

Therefore a specific duty on all kinds of unwashed wool is virtually a prohibitory duty on Argentine wool.

I am decidedly in favor of specific duties, but think you will agree with me that the duty should not be the same on all classes of unwashed wool.

WILLIAM H. T. HUGHES,  
*Of Hughes & Co.*



## MANUFACTURES OF WOOL.

STATEMENT OF MR. S. N. D. NORTH, OF BOSTON, SECRETARY OF  
THE NATIONAL WOOL MANUFACTURERS' ASSOCIATION.

Mr. NORTH said: Mr. Chairman and gentlemen of the committee, I have been instructed by the executive committee of the National Association of Wool Manufacturers to appear before the committee to state the views which the members of that organization entertain with regard to a revision of the tariff, and the principles which they think ought to govern in the adjustment of the wool and woolen schedule. I have been asked to state that I appear also for the Maine Wool Manufacturers' Club, which appointed a committee to be present at this hearing, but which committee has been unavoidably detained. In order that I may be able to save your time and say what I have to state in the briefest possible form, I have reduced it to writing, and will not occupy a great deal of your time.

The wool manufacturers belonging to the National Association counsel moderation in the fixing of rates. They expect you will grant them adequate protection, such as experience has proven to be necessary to enable them to continue and extend the industry. They want a chance to reopen their mills, but they neither ask nor desire excessive duties. They are convinced that the best interests of both the wool-growing and wool manufacturing industries will be promoted by the enactment of a conservative and reasonable tariff, and that some promise of permanence will thus exist. Constant change in the conditions under which the wool manufacture is conducted is an evil only less marked than a tariff too low to permit of competition with foreigners. The wool manufacturers have recently had experience enough in this line to last a lifetime.

It is a demonstrated fact that the wool manufacture suffered in the tariff revision of 1894 a discrimination more marked and damaging than any other manufacturing industry. Whether this was done purposely or inadvertently is not of present moment. The fact that it was done is proved:

First, by the direct effects upon the industry.

Second, by the evidence of the importations.

The months immediately preceding the revision of 1894 and the two years subsequent include the most disastrous period in the history of the American wool manufacture. This statement is made without any reservation or qualification whatever. During a great part of this period the bulk of the woolen and worsted machinery of the country has been wholly or partially idle; much of the remainder has made goods that have either been marketed at a loss or are still in stock. The domestic market for woolen goods has since been in a state of absolute demoralization. At the present moment there is more machinery in operation than during the summer, but the general condition of the manufacture is as bad as bad can be.

The wool manufacturers are not so blind as to attribute the whole of this prolonged and continuing paralysis to the tariff revision of 1894. Other causes have been at work, and all industries have suffered. But there must be a special cause why the wool manufacture has suffered far more than any other, and why the prospect of a general business revival brings no promise of any improvement to this particular industry.

That special cause is revealed in the record of woolen imports. I have here a statement from the reports of the Treasury Bureau of



Statistics showing the value of all imports of manufactures of wool and the quantity and value of imports of cloth for the calendar years 1891 to 1895, inclusive. I have taken the calendar year statistics rather than those of the fiscal year, for the reason that the woolen schedule of the act of 1894, as you will remember, did not go into effect until January 1, 1895, and the statistics of the calendar years are therefore exactly coincident with the operation of that schedule. In the fiscal-year statistics the figures are so divided up between the tariffs of 1890 and 1894 that their true significance is lost.

*Imports of manufactures of wool and of cloths.*

| Year ending December 31—   | Wool manu-<br>factures.<br>Value. | Cloths.      |                |
|----------------------------|-----------------------------------|--------------|----------------|
|                            |                                   | Pounds.      | Value.         |
| 1891 .....                 | \$34, 010, 945                    | 11, 885, 413 | \$11, 489, 444 |
| 1892 .....                 | 37, 515, 308                      | 16, 248, 495 | 14, 068, 491   |
| 1893 .....                 | 30, 238, 506                      | 13, 603, 992 | 11, 460, 529   |
| 1894 .....                 | 17, 342, 682                      | 7, 214, 810  | 6, 104, 793    |
| Total.....                 | 119, 107, 441                     | 48, 952, 710 | 43, 123, 257   |
| Average of four years..... | 29, 776, 860                      | 12, 238, 178 | 10, 780, 814   |
| 1895 .....                 | 60, 319, 301                      | 40, 070, 143 | 25, 281, 668   |

In the analysis of this table attention may be first directed to quantities. The imports of cloths in the calendar year 1895 ran up to 40,070,000 pounds, a quantity almost equal to the total quantity imported in the three years 1891, 1892, and 1893, under the act of 1890. The largest quantity of cloths imported in any one year previously was 16,248,313 pounds, in 1892, and the increase in 1895 over the largest previous year was 147 per cent.

The total imports of manufactures of wool in 1895 were valued—or undervalued—at \$60,319,301, foreign value. The duty-paid value of these goods was about \$90,000,000. The returns of the Federal census for 1890, deducting the duplications for yarns, etc., and the cotton knit goods included, show a total value in domestic woolen products in that year of about \$250,000,000. In other words, the duty-paid value of the imports of 1895 was about one-third the value of all the woolens made in our own mills in a year of manufacturing activity, such as 1890 was. They were equal to about one-half the domestic production of the year 1895. We have in the United States enough woolen machinery, when all in operation, to supply all the goods our people can consume.

These enormous importations at low valuations, crowded upon a sluggish market, were what broke down our domestic manufacturers. The foreigners so completely overdid the business that they have suffered with our own people from the reaction; and it is true that importations have largely fallen off since about February last, and are to-day comparatively small.

It was this torrent of importations, pouring in at the rate of \$5,000,000 a month all through 1895, which broke down the market; and the essence of this whole question lies in the fact that no recovery of that market—to a point where the manufacturer can get back a new dollar for an old one—seems possible, under existing tariff conditions. It remains to explain why.

With an increase of 147 per cent in the quantity of cloths imported, as compared with the largest previous year, there was an increase of only 46 per cent in the value of those imports, as compared with the same year. All the time that the quantities of imports were going up, the values were going down; or, if the actual values were not going down in all cases, the character of the fabrics was shifting to lower



qualities, so as to change the basis upon which the American must carry on competition. The Treasury Department returns show a fall in the unit of value per pound of imported cloths from 90 cents in 1894 to 69 cents in 1895.

To get the full significance of this change in the unit of value, contrast the three years 1891, 1892, and 1893, in which 41,739,000 pounds of imported cloths were valued at \$37,019,000, with the year 1895, when 40,070,000 pounds were valued at only \$25,287,668.

This decrease in the unit of value was of course partially due to a general fall in values, but it has been enormously increased by the tariff of 1894, working in two ways:

First. The removal of the weight duties of previous tariffs let down the bars to the importation of kinds and grades of cloth hitherto practically excluded from this country, an exclusion greatly to the advantage of our own people, as we now know. The ad valorem basis of the tariff has allowed the importation of the lowest and meanest descriptions of goods made in the world—the peculiar products of the Batley and Dewsbury districts in England, where they have reduced to an exact science the business of making woollens out of shoddy, mungo, wastes, cows' hair, and other rubbish, in the spinning and weaving of which our American manufacturers have not yet learned the rudiments, although it is clear that they will have to learn them if they have got to fight these goods in the home market. Immense quantities of these goods have been thrust upon this market under the present law. They are admirably manufactured, considering the materials employed, and, while worthless for wear, are particularly attractive and deceptive in finish and appearance.

I have here, Mr. Chairman, a number of samples of these Batley cloths which I picked at random from a large quantity in my office before leaving Boston, which I will leave with the committee. They are valued abroad all the way from 1 shilling up to 1 shilling 6 pence, and in some instances 1 shilling 7 pence.

The CHAIRMAN. You have spoken of the immense increase of importations of both wool and woollens in 1895 over 1893 and treble the quantity of wool having been imported and double the quantity of goods having been imported; can you state also and put in your remarks what effect it has upon the revenue?

Mr. NORTH. I will do so.

The CHAIRMAN. The revenue in 1893 on a much smaller importation was in substance \$42,000,000?

Mr. NORTH. Yes, sir.

The CHAIRMAN. Notwithstanding these large importations, the revenue was only \$23,000,000; in other words, the Government lost nearly \$20,000,000 of revenue while this increased importation was going on?

Mr. NORTH. Yes, sir. I want to say just one word in regard to these cloths. I have in my hand one single piece, which is a very ingeniously manufactured piece of goods, the cost of which abroad is 1 shilling, or 25 cents, and in which there is not a particle of new wool, the price to-day of scoured wool being, we will say, 30 cents a pound, and that piece of cloth is manufactured and sold, with all the costs of manufacturing and the manufacturer's profit, for less than the market price of 1 pound of clean wool.

Mr. RUSSELL. What is the weight of that?

Mr. NORTH. I believe it is 14 ounces.

Mr. RUSSELL. Is the warp of that cotton?

Mr. NORTH. Yes, sir; and the filling is made up of worsted waste;



and experts who have examined these goods say in their judgment there is no fresh wool in it. Some of these other specimens of cloth are not so creditable to the manufacturer as that particular one. Some of them carry on their face——

Mr. WHEELER. Does that tear easily or wear out?

Mr. NORTH. Some of them have been put through the testing process and show how poorly they stood it.

The complaint of our manufacturers, in a word, is that the higher-grade American-made goods have been compelled to compete for their own market at prices fixed or governed by these worthless cloths. The whole range of goods prices, up to the very highest qualities, has been affected by this species of competition; values have settled down, from range to range in quality, to meet a level so established; and whatever the grade, the market refuses to absorb goods which can not be sold at prices which bear a certain relationship to the standard thus established. Nothing can be more certain than that, if the conditions continue which have introduced these goods here, the American manufacturer must meet them by the use of similar materials. There has been more shoddy used in American goods during the year just past than ever before, and more shoddy, mungo, and miscellaneous refuse contained in the goods imported in that year than have come into the United States in any previous twenty-five years.

Mr. GROSVENOR. I did not hear your opening statement. What is mungo?

Mr. NORTH. It is one variety, and an inferior variety, of shoddy.

The second difficulty is not less serious. It springs primarily from the same cause—the *ad valorem* duty. Not only have market values been demoralized in the manner indicated; they have been further obliterated by the systematic consignment of goods at prices lower than the cost of manufacture abroad, and their sale in this country at duty-paid prices less than the cost of manufacture here. The domestic manufacturer, compelled to calculate his costs six months or more in advance of the delivery of his goods, has been confronted always by this specter of undervaluation; he has never known during the whole period that this tariff has been in operation whether the calculations he made when he went to bed would meet the conditions which would await him when he awoke in the morning. As a matter of fact, he has found that they never would meet them.

I do not claim to possess direct personal knowledge on this matter of undervaluations. There are gentlemen present who can specifically inform you of facts which have come under their personal and official knowledge within the past year. Knowing what their testimony will be, I assert the belief of the wool manufacturers who have closely observed the facts, that where the law nominally allows a duty of 40 and 50 per cent on woollen goods, in the actual operation of that law the protection now accorded in this industry does not exceed from 30 to 35 per cent, and in some instances does not equal this percentage.

It is this conviction, based upon facts which will later be detailed to you, which leads the American manufacturer to say, as he authorizes me to say for him, that a protection such as is nominally accorded him in the existing law is sufficient to meet the requirements of his situation, provided, always, that it shall be so assessed and collected that he will actually receive it.

His complaint is not so much of the rates of duty accorded him by the present tariff, as of the form in which they are assessed and of the manner in which they are collected.



He objects also to dividing lines in the levying of an ad valorem duty, and particularly to the dividing line in the present tariff at 50 cents a pound, ingeniously thrust into the law at what has proved to be a danger point in the present market conditions to invite and tempt importers to save 10 per cent in their duties by an undervaluation which, in many instances, need not exceed 2 or 3 cents a pound. The wool manufacturers always have protested, and always will protest, against the indefensible discrimination of these dividing lines, so far as they relate to ad valorem duties. An ad valorem duty is a duty determined by value; it is greater or less as the cost is high or low, and the cheaper goods need and are entitled to receive the same ad valorem duty as the most expensive goods. The labor cost bears practically the same relation to the total cost in all grades.

I have in my hand a statement furnished by the United States consul at Bradford, England, showing the prices current of worsted coatings in Yorkshire in June, 1895, July, 1896, and October, 1896, and this price list shows very curiously the operations of this dividing line at 50 cents.

*Price current of worsted coatings.*

|                                   | June, 1895. |            | July, 1896. | October 25, 1896. |
|-----------------------------------|-------------|------------|-------------|-------------------|
|                                   | s.          | d.         | s.          | d.                |
| Clay twilled worsteds, 37 inches: |             |            |             |                   |
| 10-ounce.....                     | 1           | 7½ to 1 10 | 1           | 8                 |
| 11-ounce.....                     | 1           | 8½ to 2 0  | 1           | 9                 |
| 12-ounce.....                     | 1           | 9 to 2 1   | 1           | 10½               |
| 14-ounce.....                     | 2           | 0 to 2 5   | 2           | 1½                |
| 15-ounce.....                     | 2           | 1½ to 2 7  | 2           | 3                 |
| 16-ounce.....                     | 2           | 3 to 2 9   | 2           | 4½                |
| 18-ounce.....                     | 2           | 6 to 3 6   | 2           | 7½                |
| 20-ounce.....                     | 2           | 9 to 3 9   | 2           | 10½               |

These prices are for medium qualities, black; blue, 1½d. higher.

|                          | June, 1895. |            | July, 1896. | October 25, 1896. |
|--------------------------|-------------|------------|-------------|-------------------|
|                          | s.          | d.         | s.          | d.                |
| French backs, 37 inches: |             |            |             |                   |
| 12-ounce.....            | 2           | 1½ to 2 3½ | 2           | 3½                |
| 14-ounce.....            | 2           | 3½ to 2 6  | 2           | 5½                |
| 16-ounce.....            | 2           | 6½ to 2 9  | 2           | 8½                |
| 18-ounce.....            | 2           | 10 to 3 1  | 2           | 11½               |
| Mixtures, 37 inches:     |             |            |             |                   |
| 12-ounce.....            | 2           | 2 to 2 5   | 2           | 3                 |
| 13-ounce.....            | 2           | 4 to 2 7   | 2           | 5                 |
| 14-ounce.....            | 2           | 6 to 2 9   | 2           | 7                 |

Mixtures advance 2d. per ounce.

The quotations indicate a number of instances in which in July, 1896, certain goods, if honestly valued, would pay 50 per cent duty, and the same goods three months later, if honestly valued, would pay 40 per cent duty, there having been absolutely no change in the goods at all in that interval, and the change in the classification being due to the fact that the goods are valued right on the line when honestly valued, and if they are just a little above the line, a penny or a cent's difference, it is the simplest thing to get them under that line, and the manufacturer is not able to understand any good reason why the tariff should be 40 per cent on a piece of goods one day and 50 per cent on the same piece of goods the next day.

Mr. TURNER. Is not that the inevitable operation of specific duties in regard to the fluctuations of the market?

Mr. NORTH. Did you say specific duties?

Mr. TURNER. Sometimes a specific duty is a certain ad valorem by reason of the changes in the market?



Mr. NORTH. It does not affect the amount of duty paid from day to day, if it is specific.

Mr. TURNER. But it affects the tax paid by the consumer?

Mr. NORTH. The tax paid by the consumer is always the same if the duty is specific.

Mr. TURNER. But is large or small ad valorem?

Mr. NORTH. That is very true.

Mr. TURNER. You are regarding the matter from the standpoint of protection; but is there not some interest of the consumer in this matter?

Mr. NORTH. Undoubtedly, sir. The proposition I make is, that the American manufacturer can not calculate his cost and make his market price to compete with goods which one day are to pay a tariff of 50 per cent when on the following day or following week he must compete against those same goods paying a duty of only 40 per cent.

Mr. TURNER. Did you witness or read the hearings had before this committee at the last session in which statements were made by the general appraisers at the port of New York?

Mr. NORTH. I did, sir; I heard some of them, and have read them all.

Mr. TURNER. Do you remember they put the margin of deception and fraud at a very small percentage—that is, most of the appraisers? One gentleman was opposed to ad valorem rate, but the other gentlemen thought that over 90 per cent of the importations was honest.

Mr. NORTH. Well, sir; that may be true. I believe the great bulk of the importers are honest. I believe the invoiced goods that come into this country are very apt to be honestly invoiced. I think the trouble is almost entirely, but not wholly, confined to the consigned goods, and I think the method of importing by consignment is very largely resorted to for the purpose of undervaluation, and I do not see how undervaluation can be prevented in an ad valorem tariff so long as consignments of goods are permitted.

Mr. TURNER. I am aware at that point there is a difference of opinion. The consignments represent a very large branch of trade now to which the country has become accustomed.

Mr. NORTH. I have been told that in woolens the consigned goods constitute a very large majority of all woolens that come into this country. I do not know that that is the fact, but I have been told that is the case, and that simply increases and emphasizes the difficulty that the American manufacturer has to contend with under such a tariff.

The wool manufacturer asks, then, that whatever protection is given him may be given, in part at least, in specific form, so arranged that the opportunity and inducement to undervaluation shall be reduced to the minimum, and the law shall operate with certainty, exactness, and equity.

When it comes to the suggestion of a scheme whereby the ad valorem may be wholly done away with, the manufacturer is compelled to admit that the wit of man has not yet been able to devise one that is perfectly equitable in operation.

I have here the draft of a report of a special committee of the National Association of Wool Manufacturers, which has been at work for nearly a year in connection with the experts of the Philadelphia Textile School in an earnest, even desperate effort to devise such a form of duty. The sum total of the report is the conclusion that the thing is impossible, because of the thousands of variations—in weave, in texture, in materials, and in finish—which distinguish woolen goods from those of all other textile manufactures.

It has been demonstrated that there is no relationship, fixed and definite, between any of the constituents, whether it be weight, or threads,



or weave, or counts of yarn, and the value of the fabric or the cost of its making. In a word, it is impossible to dispense altogether with the *ad valorem* principle.

This misfortune is partially remedied, and only partially, by the compound schedule of duties which a duty upon wool necessitates. It is true that the specific duty under this arrangement is not a part of the protective duty, but it enters into the total duty the foreigner must pay, in a form which undervaluation can not effect; and the undervaluation that occurs upon the *ad valorem* side, when thus spread over the whole duty, is somewhat minimized, not by reason of any extra or hidden protection contained in the specific duty, but because the latter is all collected and the percentage of undervaluation upon the whole duty is correspondingly reduced. The specific duty thus assessed is commonly known as the compensatory duty.

We come now to a discussion of this compensatory duty. It has often been explained to this committee, but as its membership changes it becomes necessary to explain it again, for it is the vital part, the keystone of the wool and woolen schedule. Without it the wool manufacturer can not exist in this country under a wool duty, and without it no duty on wool can be high enough to be of the slightest service to the woolgrower. In fact, the compensatory duty is a part of the wool duty, and to the grower the most important part.

It is the misfortune of this industry that it is the only one upon whose raw materials the exigencies of the protective policy require that a duty shall be placed which correspondingly increases its cost. In the few other cases where a duty is levied on the raw material it is not a material factor in the price of the finished product. In the case of wool, and it is almost the only instance along the whole line of dutiable articles—whatever the amount of the tax you shall decide to impose, it will be added to the costs of the manufacture. If imported, the whole duty is added to cost; if domestic grown, practically the whole of the duty. The evidence of this fact is found at page 384 of volume 1 of the report of the Senate Finance Committee on Wholesale Prices and Wages, made in 1893. The course of domestic wool prices since the removal of the wool duty has completely confirmed the accuracy of the conclusions of Manger & Avery in 1892. Ohio XX wool has dropped in value in the face of equal competition from 29 cents in 1892 to 18½ cents per pound in 1896 as given in that report. The 1892 price on the scoured basis was about 31 cents above the value per scoured pound of the London price of the corresponding grade of Australian wool, while the 1896 price is below the London scoured-wool price of the like grade of Australian wool.

The restoration of a duty on wool will again reverse these price relations, and that duty will be added to the manufacturing costs. It must therefore be made good to the manufacturer, in addition to the protection you allow him on his own account, if he is to compete with European manufacturers, all of whom have free wool.

This, in a word, is the purpose of the compensatory duty on goods; to place the American manufacturer in the same position as though he had his wool free of duty; to start him, so far as possible, on the same basis as the cotton manufacturer, the silk manufacturer, and every other manufacturer. The compensatory duty, as heretofore arranged, has never been sufficient to fully accomplish this, as will be shown. With the lapse of time, with the development of the industry, with the increasing demand for foreign wools of kinds and qualities not produced here, or produced in insufficient quantities, the adjustment of the compensatory duty becomes less and less adequate to the purpose in view.



But it is the best that can be devised; and if the wool duty is to be restored, it is its inevitable and indispensable accompaniment.

The manner in which the compensatory duty is calculated is very simple. It is based upon the shrinkage of the wools accessible to foreign manufacturers. The degree of this shrinkage is established and known the world over, and it is a fact that 4 pounds of greasy wool, such as is most common in the world's markets, are required to make 1 pound of cloth. If we take the case of a Mestiza or Argentine wool, shrinking 67 per cent, we shall have left, out of every 100 pounds, 33 pounds of clean wool, which will lose 35 per cent more in the different processes of manufacture, leaving 21.45 pounds of cloth, or 4.66 pounds of the greasy wool to 1 pound of cloth. So that on these wools the proportion of 4 to 1 is not sufficient to reimburse the manufacturer, and hence his purchases in the foreign markets are necessarily confined to wool of lighter shrinkage.

The insufficiency of the compensatory duty in the case in question may thus be computed:

From wool shrinking 67 per cent, as in the preceding illustration, 21.45 pounds of cloth are produced. Under the law of 1890 the duty on 100 pounds of this wool was \$11, and the compensatory duty at 44 cents a pound on 21.45 pounds of cloth was \$9.44, or \$1.56 less than the duty the manufacturer paid on his wool, a loss of 7.3 cents per pound on his cloth.

If the calculation is made on wool shrinking 70 per cent, the disadvantage is still greater, thus:

Duty on 100 pounds of wool, \$11; shrinkage in scouring, 70 per cent, leaving of clean wool 30 pounds; 35 per cent shrinkage in manufacture, 10½ pounds, leaving 19½ pounds of cloth. Duty on 19½ pounds of cloth at 44 cents per pound, \$8.58, or \$2.42 less than the duty paid on the wool, a sum equal to 14.4 cents per pound on the cloth. This puts the American manufacturer under a disadvantage, as compared with the foreigner, of 12.4 cents per pound of such cloth made, notwithstanding the compensatory duty of 44 cents per pound.

It has been estimated by competent authority that of the world's clothing wools only about 10 per cent shrinks 50 per cent or less, and that of the remaining 90 per cent the bulk will shrink 70 per cent or more, making the average shrinkage not less than 68 per cent. Since this formula was first adopted in 1867 there has been an enormous development in the world's supply of heavy-shrinkage wools, particularly from South America and the Cape of Good Hope. As this supply has increased, the disadvantages of the American manufacturer, by reason of the wool duty, have correspondingly increased.

I will not detain you by the evidence of the correctness of this formula, but ask that it may be published in the record of these hearings, not only the old evidence, which is as accurate as ever, but some important new testimony that has been gathered.

The CHAIRMAN. You can file it with your written statement and it will be printed with the hearings.

Mr. NORTH. I would simply say, however, there is some interesting and important new testimony added to the old records. More particularly, I have here three statements based upon the actual experience of one of our largest worsted mills, showing the actual results in the business of the mill for a year, covering in one case a million and a half pounds of wool and covering in another case 800,000 pounds of wool and in another case nearly 2,000,000 pounds of wool, the actual business of the mills taken from its books and records, showing in every instance



that the compensation secured at four to one is not sufficient to reimburse the costs in that particular mill.

Mr. GROSVENOR. Do you propose to speak of the difference, if there is one, between the South American wool and the Australian wool in this matter of shrinkage? Your calculation is based upon South American wool, as I understand?

Mr. NORTH. Yes, sir; the calculation is necessarily based upon the heavy-shrinkage wool, because that is the wool that is accessible to the foreign competitor of the American manufacturer, and you have got to make these calculations not on your wool, but on his wool.

Mr. WHEELER. These wools include about 90 per cent?

Mr. NORTH. The heavy-shrinkage wool, shrinking from 60 to 70 per cent, constitute 90 per cent of the clothing wools of the world.

Mr. GROSVENOR. Then the Australian wool is not a very important factor in your judgment?

Mr. NORTH. A great many Australian wools will shrink in that proportion. There is evidently a little misapprehension in regard to Australian wools.

Mr. GROSVENOR. That is what we want to know something about; I do, at least. What proportion of the Australian wool will shrink only 50 per cent?

Mr. NORTH. I should say only a very small proportion. Mr. Justice says not over 10 per cent of the Australian clothing wools.

Mr. DOLLIVER. It was testified yesterday that all of the Australian wool is practically the grade of washed wool of other countries.

Mr. NORTH. I did not hear any such testimony.

Mr. WHEELER. Judge Lawrence said that.

Mr. NORTH. Mr. Justice did not make any such statement as that.

Mr. DOLLIVER. I understood Mr. Lawrence to say this Australian wool if skirted was practically of a shrinkage about equivalent to the washed wools of other countries.

Mr. NORTH. If Judge Lawrence made that statement, I am quite sure upon reconsideration he will be glad to modify it.

Mr. WHEELER. The Judge is present.

Mr. GROSVENOR. I am requested to ask you if your statement in regard to Australian wool applies to that imported into this country or that which exists only?

Mr. NORTH. It applies to the wools as they exist, of course. I make no statement regarding the wools imported into this country. Those are necessarily of the very lightest shrinkage. My statement is also confined to the merino wools of Australia and not to wools of class II.

The CHAIRMAN. Right on that point, because it concerns the point you are discussing, is it true 10 per cent of the Australian wools that are now of light shrinkage are correspondingly raised in value abroad in consequence of that light shrinkage, and therefore our manufacturers in importing those wools have to pay that difference, whereas their competitors abroad may take the heavy shrinking wools and use them in the manufacture of goods, and so practically the domestic manufacturer is brought into competition with those high-shrinking wools?

Mr. NORTH. Undoubtedly that is true. I have a word on that point a little further along in this statement.

The CHAIRMAN. That shows the misapprehension which sometimes exists, that because light shrinkage wools are imported, therefore there is an advantage, but the manufacturer must pay the increased cost on those wools growing out of that light shrinkage, and he is thrown into competition with foreign manufacturers who use high shrinkage wools; that is your point?



Mr. NORTH. Yes, sir.

It is now thirty years since this formula was first definitely determined and investigated and indorsed by the United States Revenue Commission of 1867. Every Congress which has since passed a tariff containing a wool duty has recognized it as correct; and, as a matter of fact, it has never been impeached in any particular, at any point, in any quarter. It has never been impeached, because it is absolutely unsailable, and the only just criticism upon it is that it is inadequate to accomplish the purpose in view. It does not and can not place the domestic manufacturer in the position of advantage he would occupy if he had his materials free of duty.

The formula has been questioned, however, in some quarters, and the attempt made to inculcate the impression that the wool manufacturers, in some secret and undescribable way, get some undue and hidden advantage out of this compensatory duty, to which they are not entitled. This impression grows out of the undoubted fact that there are some fabrics made in the manufacture of which four pounds of some kinds of greasy wool are not required. It will easily be seen, from what has been said of the relation of the shrinkage to this problem, that in exceptional cases this must necessarily be so; but the gain to the user of domestic wools exclusively is much less than he himself supposes.

A study of the clips of all the States shows that the average shrinkage of domestic wools as marketed is 60 per cent; and if from these averages are excluded the washed wools, it will be found that the average shrinkage of domestic wools easily reaches 65 per cent. In the case of the user of foreign wools, no advantage from this source exists, because if he buys a wool of lighter shrinkage he must pay for it accordingly. It is true that Ohio or Michigan washed wools do not shrink in manipulation to the extent of shrinkage indicated. Some of the Australian wools do not shrink in the proportion indicated. But whether they do or not is not in the case. The American manufacturer must be reimbursed on the basis of the shrinkage of the wools used by his foreign competitors, or available for the latter's use, in order to equalize the disadvantage arising to him from the duty charges on similar wools. No demonstrations of a relatively smaller shrinkage in certain selected wools affect or impugn the calculation.

In some cloths, again, the loss in manufacturing is not as large as in other fabrics. In stating the manufacturing loss at 35 per cent, we seek to fix a fair average. The loss will, in fact, run all the way from 25 up to 45 per cent, according to the nature of the fabric. It was a source of bitter complaint against the tariff of 1867 by the large manufacturers of face goods in this country, that the compensatory arrangement discriminated against their manufacture unfairly and unjustly, chiefly on account of the great loss of material in the finishing processes, and the complaint was unhappily well founded.

No rule based upon such an arbitrary and uncertain thing as a uniform duty on every variety of wool, irrespective of condition, can be made to hit exactly every case, but you must so arrange the duty as to approximately hit the higher case, or your legislation will in its effect forbid the manufacture of these higher grades of goods in this country, the grades in which American manufacturers are striving to advance, and in which competition with foreigners is now the most difficult.

This adjustment of the compensatory duty is the only possible one, if the domestic manufacture is to be preserved, so long as a duty is imposed upon wool. If that duty is assessed in specific form upon the greasy wool, the compensatory duty must, in the nature of things, possess some of the irregularities which characterize its basis, the wool



duty. As heretofore assessed, as you are now asked to re-assess it, the wool duty bears no fixed relationship to the value of the material to which it is applied. It may be equivalent to 50 per cent ad valorem, or it may mount up to 150 per centum, according to the shrinkage. It is so assessed that there is absolutely no relationship between the duty and the value. It is a duty compelling the American purchaser of foreign wool to pay a tax upon every pound of dirt and grease which it contains in its greasy state, and it amounts, when we adjust it to the value of the wool itself, in its clean state, to a sum double or triple what it appears to be, according to the shrinkage.

The CHAIRMAN. Your point is this: That clothing wool varying in value abroad, say from 8 to 24 cents, if one round duty of 10 cents per pound is imposed, that will make the duty 50 per cent ad valorem on the 20-cent wool and make the duty on the 8-cent wool 125 per cent. That is your point?

Mr. NORTH. That is the point exactly.

Mr. TURNER. Would you not say the remedy for these inequalities would be the ad valorem rates, as Mr. Moses suggests?

Mr. NORTH. There is no doubt that an ad valorem rate would remedy them, sir.

The CHAIRMAN. How would it affect the question of undervaluation if it should be imposed?

Mr. NORTH. An ad valorem rate of duty on wool?

The CHAIRMAN. Yes, sir.

Mr. TURNER. There is no great difficulty about classifying wool?

Mr. NORTH. I do not believe there is a commodity sold in the world of any description, the market value of which is more accurately, publicly, and universally known than that of wool. It is like cotton, wheat, and other staple products in that respect. All the wools of the world practically which reach the public market are sold at auction. This country is the only large manufacturing country where the sale of wool is not in open markets.

Mr. FISLER, of Philadelphia. Are there any sales of wool made at private sale in London?

Mr. NORTH. Undoubtedly a great many of them between auctions.

Mr. FISLER. Is that price published?

Mr. NORTH. Those sales undoubtedly occur on the basis of the public quotations which are reached at the auction sales.

Mr. WHEELER. Do any cities in the world sell futures on wool, like cotton and wheat in this country?

Mr. NORTH. Not on wool itself. They sell futures on tops, such as Mr. Justice exhibited here yesterday, wool in a scoured and semi-manufactured condition. Those sales of futures occur at Antwerp and in Germany also.

Mr. WHEELER. Do you know whether or not any complaints are made by woolgrowers that the sales of futures are having a detrimental effect upon the prices?

Mr. NORTH. What woolgrowers?

Mr. WHEELER. The woolgrowers of the world. Do you hear any complaint of it?

Mr. NORTH. I do not know. I never heard any.

Mr. WHEELER. You know there is a complaint in some parts of the United States of the sales of futures in wheat and cotton. I did not know but that the same thing might have been true of wool.

Mr. NORTH. I think the sale of futures in tops is very limited as



compared to the whole amount of wool sold, and it can not have any very deleterious effect as yet.

Mr. TURNER. If it will not interrupt you there, you suggested a line of inquiry which is interesting gentlemen who occupy my point of view very much. Have our manufactories or our manufacturers had an opportunity to adjust themselves and their machinery fully to the state of free wool provided by the present law?

Mr. NORTH. Well, they have not been running much machinery since the Wilson law went into effect.

Mr. TURNER. You mean to say it has operated unfavorably upon them?

Mr. NORTH. The present law? I do, most certainly. I have stated that with a good deal of emphasis.

Mr. TURNER. I did not mean, sir, to put you upon this line on which you touch, but meant to confine the inquiry strictly to the effect of your free raw material, not as to whether adequate protection is given to the manufacturers. That was a matter I was not inquiring about; but I wish to know what has been the experience of manufacturers as to the effect of free wool. Is there not a large sentiment in your organization in favor of free wool?

Mr. NORTH. I think not, sir.

Mr. TURNER. And the experience for the last two years has rather tended the other way to create the opinion that free wool is not favorable to the manufacturers?

Mr. NORTH. Well, I was not answering the question quite in that form because you did not put it in that form before.

Mr. TURNER. That is what I meant. I am not talking about the compensatory duty to the manufacturer, or a protective duty to the manufacturer, but I am talking about the policy of free raw materials to the American manufacturer.

Mr. NORTH. Now, in answer to the question I will say that, so far as my knowledge extends, all of the wool manufacturers, without any exception, who were originally in favor of a duty upon wool as necessary to a perfect adjustment of the protective tariff are still strongly in favor of it, and are as willing to have a wool duty imposed upon wool again, as before they had experience in the use of free wool. I do not know whether you regard that as a direct answer to your question or not.

Mr. TURNER. Not quite.

Mr. NORTH. I meant it to be as nearly so as I could make it.

Mr. EVANS. Do you advocate as high a tax as 12 cents a pound, as demanded here?

Mr. NORTH. No, sir.

Mr. WHEELER. You advocate a moderate tax?

Mr. NORTH. Yes, sir.

Mr. TURNER. Of course, your organization includes all classes of wool manufacturers?

Mr. NORTH. Of all descriptions.

Mr. TURNER. Also carpet manufacturers?

Mr. NORTH. Yes, sir.

Mr. TURNER. Have not members of your organization been sending carpets to England and selling them with great success there?

Mr. NORTH. There is one carpet manufactory established in this country selling carpets in England; it does not happen, however, to be a member of our organization. That is the Smith Company, of Yonkers, N. Y.

Mr. TURNER. You do not represent them?



Mr. NORTH. No, sir; I do not.

Mr. RUSSELL. How long has it been stopped?

Mr. NORTH. I think it was finally closed about two weeks after the election; possibly a few days after the election. I think it was the 4th of November. I am just told it is running now.

Mr. TURNER. I understood your answer which was made a while ago in reply to be this, that whatever might be the protective duty to the manufacturers on the finished article, there is no advantage to the wool manufacturer in free raw material?

Mr. NORTH. No, sir; I did not intend to convey any such idea.

Mr. TURNER. What would you say, sir, on that point?

Mr. NORTH. I would say undoubtedly there is great advantage to him in free raw material.

Mr. TURNER. In what does that advantage consist—a wider range of selection in the texture of the wool?

Mr. NORTH. Certainly, sir.

Mr. TURNER. Greater ability to conform to taste and fashion?

Mr. NORTH. Yes, sir; there are a thousand ways in which there is an obvious advantage.

Mr. TURNER. I misunderstood you entirely on your first answer, or you misunderstood me.

Mr. NORTH. I thought you wanted to elicit from me a statement whether the manufacturers had changed their attitude on the question of the duty on raw material.

Mr. TURNER. No, sir; I am glad to afford you an opportunity of saying so many factories are idle. I am myself sorry they are.

Mr. NORTH. I have no doubt.

Mr. TURNER. And I would like to see them prosper.

Mr. WHEELER. You say the manufacturers do not ask any higher duty than 12 cents a pound. Are you prepared to say what rate they ask on raw wool?

Mr. NORTH. The manufacturers are opposed to so high a duty, but they have named no rate.

The CHAIRMAN. Bearing right on that point, is it not the general opinion of the manufacturers of wool that a duty on wool, while there are disadvantages in the direction you have suggested, is an enormous advantage to the manufacturer of woollens more than compensatory for any disadvantages, in the fact that it gives the mass of the people, especially farmers, additional purchasing power, and therefore making a larger market for the manufactures in this country?

Mr. NORTH. There is that point of view.

The CHAIRMAN. That difference has been demonstrated to be of great advantage?

Mr. NORTH. Certainly, sir.

Mr. TURNER. It is unfair, of course, to try all our theories over you, but I would like myself to extend that inquiry a little; but I see you have a statement which you prefer to make.

The CHAIRMAN. Judge Turner undertook to try his theory and I thought it proper to have the other theory go with it.

Mr. TURNER. Would it not be a good plan for all classes in the country, the wheat grower as well as the cotton grower, to have more capacity to consume woollens than they would have under high-priced fabrics?

Mr. NORTH. I will say to you, Judge Turner, I am just now about in my argument to reach the point of the disadvantages which a wool duty imposes upon the manufacturer.



Mr. TURNER. Then I was anticipating.

Mr. NORTH. You were.

The grower himself is the last person in the world who can hint at a disproportionate advantage to the manufacturer by reason of the adjustment of the compensatory duty, for it is the grower who puts into the tariff law the provision that the duty on washed wools shall be double the duty on greasy wool, which signifies a shrinkage of 50 per cent between the two stages, and the provision that the duty on scoured wool shall be three times the duty on greasy wool. These propositions establish in the law a uniform shrinkage of  $66\frac{2}{3}$  per cent. But, what is even more to the point, they compel the manufacturer to import his wools in the greasy condition.

The compensatory duty is really based upon an average shrinkage as low as 60 per cent, as has been shown. In other words, the compensatory duty, as adjusted in the tariffs of 1890, and those which preceded it, is lower, relatively, than the wool duty. The manufacturers want this fact understood.

The manufacturers must take some cognizance of the effect of this compensatory duty upon the goods duties. It necessarily piles up the duties on the goods to a point far in excess of what is necessary for purely protective purposes—doubles or more than doubles them, in fact, for the Treasury returns under the tariff of 1890 indicate conclusively that more than one-half of the duty charges upon all the woolen imports of the period covered by that law were directly and wholly due to the wool duty.

It is not pleasant for the American wool manufacturer to be told that the average ad valorem rate upon woolen goods, under the tariff of 1890, was 98 per cent. It does not particularly help the case from the consumers' point of view, to reply that the actual protective duty accorded him under that law did not exceed 45 per cent. The public looks at the fact—98 per cent—it neither understands nor cares for the explanations I have endeavored to make clear to you. The result is that the wool manufacture becomes the storm center of attack upon the whole protective system. The wool manufacturer is declared to be the recipient of excessive protection, when, as a matter of fact, his real protection, which the ad valorem equivalents of the commerce and navigation reports do not reveal, is not so great as that given under other schedules, notably the cotton schedule.

It must be remembered that the wool duty is not imposed at the request of the wool manufacturer, or for his benefit; and that in asking you to place him in the same position as though he had his materials free, he asks you to do no more for him than you do for everybody else.

Another thing must be remembered. Every cent you add to the duty on wool means the addition of 4 cents a pound to the necessary duty on woolen goods. This is a consideration from the point of view of the consumer.

Every cent a pound added to the wool duty increases, in a sort of arithmetical ratio, the embarrassments and disadvantages under which the domestic manufacturer labors by reason of the duty. This is a fact which it is hard to make the outsider understand; but it is always present to the manufacturer. Each additional cent on the duty limits, in a constantly intensifying degree, the range of his selection among foreign wools. Each additional cent, in a word, rules out from American purchase the wools whose shrinkage is such as to make their importation impossible at the given compensatory duty. Each additional cent increases the amount of the duty which the manufacturer must



pay before he can obtain possession of his wool, and adds correspondingly to the charges he must carry, for six months or a year, until he can convert the material into goods and receive his pay therefor.

Never until he had experience under free wool did the manufacturer realize the full extent of the disadvantage he suffers by reason of the wool duty and the impossibility, by any compensatory duty, of fully offsetting these disadvantages. In order that this fact may be brought home to you, we have briefly summarized these disadvantages.

(1) In the selection of foreign wools the duty restricts him within the narrowest limits, and thus excludes him from many of the blends from which the foreign manufacturers get the best results. His choice is necessarily confined to the comparatively small supply of light-shrinkage wools. He is thus excluded from many of the fine wools, which reach the markets in a very greasy condition. The range of product open to him is thus greatly limited.

(2) This concentration of American purchasers upon a comparatively small class of foreign wools increases the price of those wools in comparison with the price of the much larger assortment of other wools offered, and thus the duty directly adds to the cost of the wool a material sum in addition to the actual duty paid, and adds correspondingly to the cost of manufacture. The course of the markets, under free wool, has indicated that the enhancement of the price of the light-shrinkage wools, by reason of the concentration of American competition upon them, is in the neighborhood of 4 cents a pound.

(3) The wool duty not only restricts the choice and adds to the price of the American manufacturer, but it of course correspondingly enlarges the choice and cheapens the price of the wools of the foreign manufacturer. The disadvantages of the American manufacturer thus become distinct advantages, added to all the other advantages which the foreigner naturally possesses over the American.

(4) All the restrictions and limitations of the old law upon the importation of wool were put there to embarrass and impede the manufacturer in his choice of wools. They do have that effect, and are thus an additional disadvantage under which he labors and for which he gets no compensatory equivalent. Nothing akin or equivalent to them appears anywhere else in any tariff schedule. They imply that the whole business of importing wool is a fraud or tainted with fraud. As a matter of fact there is no branch of importing where the business is more honestly done or where the opportunities for fraud are so few. Nearly all foreign wools are now bought and sold at public auction and are put up without reference to the American market. The expense of repacking these bales is sufficient to bar the attempt at fraud which all these restrictions contemplate.

It is necessary to recite these facts in order that Congress and the American people may fully understand the economic significance of the restoration of a duty on wool, to which it is conceded both Congress and the people are committed.

The manufacturers for whom I speak do not appear here to resist the restoration of the wool duty. They affirmatively favor a reasonable duty on wool, as they have always done, because they believe in the policy of protection, and are willing to make sacrifices in order that the policy may be applied to all products that need protection.

In this spirit they agree in advance to a protection on wool fully equal, in its equivalent, to the degree of protection they ask and expect on their own goods. They have no controversy with any plan



to accord to the wool-growing interest the same protection granted to "the most favored industry." Occupying this attitude, they feel that they have a right to ask that there shall be no return to the extreme and restrictive characteristics of previous wool schedules.

The wool manufacture has moved too fast and too far ahead both at home and abroad. The handicap it was possible to offset by compensatory duties thirty years ago, if restored in all its old rigors, will cripple and repress the manufacture, will stop its diversification, will confine it in a strait-jacket, to the detriment of all concerned, and more especially to the injury of the American woolgrower.

The great and important fact is that as the manufacture has now developed here, the use of foreign wools has become indispensable. Any duties on wool the purpose of which is to exclude and prohibit its importation will restrict the American manufacture to such fabrics and effects as can be produced from domestic wools, and the result of such restriction will be to enormously increase the imports of foreign wool in manufactured form, irrespective of the duties you may impose. This enormous development in the world's wool supply of which I have spoken has re-created the art of manufacture. Our foreign competitors, free to pick and choose in this vast and varied assortment of wools, each variety specially adapted to some special purpose, will control this market in the fancy fabrics unless Congress permits them to be met and matched by the use of the same wools.

Notwithstanding the high duties on wool maintained from 1861 to 1894, there never was a time in our history when the home supply was so insufficient, in comparison with these special requirements. The proportion of fine wools grown here has been steadily decreasing, and is certain to continue to decrease. The farmer has learned that there is greater profit to him in raising the mutton sheep.

In the second place, our friends, the wool growers, entirely misapprehend the effects of these imported wools upon their own industry, and seek here legislation which is devised for their own injury.

The largest quantity of clothing and combing wools ever imported into this country under a duty was 44,000,000 pounds in 1892. That quantity of wool did not displace a single pound of domestic wool in the manufacture. It permitted the manufacture of certain goods in which domestic wool was used in conjunction with the foreign, which could not otherwise have been made in the United States under the McKinley tariff.

No American manufacturer buys foreign wool for any purpose which he can accomplish equally well by the use of domestic wool. No man advances the money to pay wool duties eight or ten months before he can hope to get it back in the sale of his goods, who can make these goods out of materials at hand. In a word, this wool was not used to displace American wool; it did not displace it, and the importation of it increased the market for American wool. There has never been a year, until 1893 and since, when the requirements of the domestic manufacturers did not exceed the domestic wool supply. Make this tariff bill right and the domestic manufacturer can promise the wool-grower a quick market for all the raw material he can grow for many years to come.

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Mr. Chairman, there are a number of details as to the classification and other features of the proposed tariff bill, in regard to which the



manufacturers desire to make suggestions, and which suggestions they will submit in writing at a subsequent date, with your permission.

The CHAIRMAN. Have you incorporated in your remarks, as they will be printed, the amount of the consumption of wool in the United States and the sources from which it is obtained?

Mr. NORTH. I have not, sir.

The CHAIRMAN. The information has been given, and I would like to learn if you concur in it, that about 650,000,000 pounds of wool are now consumed in the United States, including carpet wools.

Mr. NORTH. And also including the wool in imported woolen goods, undoubtedly.

The CHAIRMAN. About 100,000,000 of these are carpet wools. That leaves 550,000,000 as clothing wools.

Mr. NORTH. I think that is a fair statement.

The CHAIRMAN. And 275,000,000, or nearly half, is produced in the United States. About 100,000,000 is imported in the form of wool and 175,000,000 in the form of cloth. Is that, in substance, your estimate?

Mr. NORTH. Yes, sir. At the present time our clip has fallen so low it is not equal to one-half—

The CHAIRMAN. Have you estimated the decline of wool in this country since 1892 to be about 80,000,000 pounds annually; is that what it will be this year?

Mr. NORTH. I think the difference between the highest clip and the clip of 1896 is about 80,000,000 pounds.

The CHAIRMAN. In other words, for the next year or two years we would have to import 80,000,000 more pounds of wool than we imported in 1892 in order to supply our markets?

Mr. NORTH. Yes, sir.

Mr. WHEELER. It has been stated here that foreign wool is not essential to the American wool manufacturers?

Mr. NORTH. I do not think any manufacturer made that statement, and he is the only man who can know.

Mr. WHEELER. You are quite certain your statement is correct? You even go so far as to state that foreign wool has not displaced any American wool, but rather increased the demand for American wool; you are quite certain about that?

Mr. NORTH. I am.

Mr. TAWNEY. That is, up to 1894?

Mr. NORTH. Certainly, I am of course referring only to the period prior to free wool.

Mr. TAWNEY. That is not true since then?

Mr. NORTH. No, sir.

Mr. GROSVENOR. To put yourself just exactly right, do not answer just yes or no; that is very dangerous.

Mr. NORTH. That depends upon where the question comes from.

Mr. GROSVENOR. That question covers the whole time up to this time, that foreign wool has not displaced any American wool.

Mr. NORTH. My answer has just been qualified by another question.

Mr. WHEELER. But the woolgrowers, you see, go even beyond the McKinley bill, so it would intensify the evil.

Mr. STEELE. Some woolgrowers do.

Mr. WHEELER. Would not the objection to the 50 cent dividing line you speak of in the Wilson bill apply equally as well to the McKinley bill?

Mr. NORTH. No, sir; it did not.



Mr. WHEELER. In section 293 we have a dividing line there, and—

Mr. NORTH. It is very different. The dividing line in the McKinley bill was 40 cents and the dividing line in the Wilson bill is at 50 cents, and the values have fallen so greatly in the interval that the 50-cent line becomes more dangerous than it would have been in the McKinley law at the time of its passage.

Mr. WHEELER. You say some foreign wools shrink less than ours. What is the lowest shrinkage of American wool?

Mr. NORTH. Of course, the washed American wool shrinks less than the unwashed. The shrinkage of all wools in every State in a general way has been calculated.

Mr. STEELE. And nearly all vary?

Mr. NORTH. They all vary.

Mr. TURNER. How long a time in advance do the manufacturers provide a stock of wool? They buy usually in the spring of the domestic clip; now, when do they buy the foreign wool—at all seasons of the year?

Mr. NORTH. They buy at the auctions, which occur at all seasons in the year.

Mr. TURNER. Have your constituents their annual supply of wool on hand now, as a rule?

Mr. NORTH. I think, as a rule, they have got a good deal of wool on hand, sir; and a great deal more than they know what they are going to do with.

Mr. TURNER. But some of them who are not in this actual state of suspension you referred to just now have ordered ahead, have they not, for the delivery of goods in the spring?

Mr. NORTH. I hope so.

Mr. TURNER. So say I. I share that hope quite fully with you.

Mr. NORTH. Undoubtedly they have, sir; some of them.

Mr. TURNER. I was laying a foundation of inquiry whether any change of wool duties ought not to be adjusted on that state of things; men who have sold goods to be delivered in April or March on the state of things which existed when the orders were taken have perhaps some rights which ought to be respected in the new adjustment of duties which may go into effect before that time. It was to that end I was making these inquiries, Mr. North. You told the chairman just now you would suggest certain schedules and arrangements of this matter at a subsequent time. Have you any printed matter on the subject?

Mr. NORTH. As to the proposed suggestions in regard to the law, no, sir; I have not. Nothing has been yet prepared in the way of suggestions.

Mr. TURNER. You are not prepared now to give the benefit of the suggestions you wish to make?

Mr. NORTH. I am not; no, sir.

Mr. WHEELER. From your statement about the known value of wool do you see any objection to an ad valorem duty on wool?

Mr. NORTH. Well, I do not quite think you ought to ask me to answer that question, if you will pardon me for saying so.

Mr. WHEELER. Then we will ask it of somebody else.

Mr. NORTH. I do not like to say anything more than is necessary about this question of the duty on wool. The manufacturers do not like to appear here as undertaking to dictate a rate of duty or form of duty on wool. All they desire is, to make you gentlemen understand what the effect of it is.



Mr. PAYNE. If there was an ad valorem duty on wool would not there be much greater difficulty than now in providing an adequate compensatory duty on cloths?

Mr. NORTH. Of course, if there were an ad valorem duty on wool it would be necessary to take some arbitrary basis whereby to fix a compensatory duty. I do not know whether that arbitrary basis would be any more arbitrary than the present or old method.

Mr. PAYNE. In the finished grades of cloths of the higher prices there is often less wool than in the lower grades of cloths, is there not—less weight?

Mr. NORTH. Oh, yes; but many of the lighter cloths are the most expensive.

Mr. PAYNE. So, if you had an ad valorem strictly on wool it would be impossible to fix the compensatory duty on cloths by the weight?

Mr. NORTH. Oh, I do not think that way, sir; I think it is very easy to do it.

Mr. PAYNE. You think it can be done easily?

Mr. NORTH. I think so.

Mr. GROSVENOR. I understood you to say in the year 1896, as compared with the year 1893, we imported about 80,000,000 more pounds of foreign wool.

Mr. NORTH. Oh, no, sir.

Mr. GROSVENOR. What did you say?

Mr. NORTH. That 80,000,000 pounds came from Governor Dingley's inquiry as to the difference between the American clip now and the American clip when it was largest.

The CHAIRMAN. In the calendar year 1895 did we not import that amount additional to what we imported in 1893, for example?

Mr. NORTH. In the two years of free wool we have imported an enormous quantity of wool.

Mr. GROSVENOR. Can you state how much?

Mr. NORTH. Yes, sir; in round numbers, I think I can. I think the first year was 265,000,000 pounds and the second year 228,000,000 pounds, these were the fiscal years.

The CHAIRMAN. Can you separate the carpet from the clothing wool, so we can have them in two distinct items?

Mr. NORTH. Yes, sir.

Mr. GROSVENOR. Did not that affect an equal quantity of American wool; did it displace it?

Mr. NORTH. I have no doubt it did, or will, very largely; not wholly, but very largely.

Mr. GROSVENOR. Then the home market for that amount of wool, whatever it may be, was lost to the American producer and gained by the foreign producer?

Mr. NORTH. Yes, sir; to a large degree, outside the carpet wools.

Mr. GROSVENOR. That is what I wanted to make clear.

The CHAIRMAN. You take out carpet wool, because we import carpet wools anyway; duty or no duty, we import them all. Take them away, and we imported in the last fiscal year 117,000,000 pounds of clothing wools of class 1, or about that?

Mr. NORTH. That is true.

The CHAIRMAN. And in 1892, as I have already stated, we imported about 44,000,000 pounds.

Mr. NORTH. Which was the largest importation of any previous year.



The CHAIRMAN. That made an increase in the importation of clothing wool of 80,000,000 pounds, which was a reduction of our product. In other words, 80,000,000 pounds of foreign wool has taken the place of 80,000,000 pounds of domestic wool in consequence of free wool?

Mr. NORTH. Yes, sir; that is true.

## APPENDIX A.

## STATEMENT SHOWING THE NUMBER OF POUNDS OF WOOL REQUIRED FOR A POUND OF FINISHED CLOTH.

It was the concurrent testimony of experienced manufacturers in 1861 and 1864, when the woolen tariffs of those dates were established, that 4 pounds of Mestiza wool, paying the average duty on clothing wools, were required to make a pound of finished cloth. That all doubt might be removed as to the correctness of this estimate, the executive committee of the National Association of Wool Manufacturers, in submitting the statements upon which the woolen tariff of 1867 was based, sought to obtain memoranda of actual experiments made without reference to any discussion of tariff questions.

Among other statements, they obtained from the books of the Proctorville Woolen Mill, situated in the State of Vermont, a statement of the semiannual production of cloth, the consumption of wool in making such cloth, and the weight of each yard of cloth manufactured. From this statement it appeared that certain lots of cloth made in that mill from the first day of January, 1865, to the last day of June, inclusive, to wit, six months, and from the 1st day of July, 1865, to the last day of December, 1865, were manufactured wholly from Mestiza clothing wool. The accounts of the mill show that there were manufactured in the mill, in the first six months, 77,320 yards of black cassimeres; that 32.4 ounces of wool, as purchased in the market, were consumed in the manufacture of each yard of said 77,320 yards of cloth, and that the average weight per yard of the cloth was 8.2 ounces, or, in other words, 32.4 ounces of wool were required to make 8.2 ounces of finished cloth. The accounts of the mill also showed that in the last six months there were manufactured, wholly from Mestiza wool, 79,606½ yards of black doeskins; that the average weight of said doeskins was 8.2 ounces per yard, and that 31.1 ounces of wool were required to make 8.2 ounces of such cloth.

In the discussions before the tariff commission, preceding the legislation of 1883, the allegation was made, though unsupported by evidence, that it does not require 4 pounds of foreign unwashed wool of the kinds at present in vogue to make a pound of finished goods. To refute this allegation, the following statements were submitted to the commission:

Mr. Robert Middleton, agent of the Globe Woolen Mills, at Utica, N. Y.—mills of very high celebrity—states that 4 pounds of fine Australian unwashed wool will yield but 15 ounces of fine finished cloth, such as that company is making.

Mr. David Ramsden, superintendent of the Oswego Falls Manufacturing Company, states that 4 pounds of unwashed Australian wool will yield only 15 ounces of the goods that that company manufactures.

The items of his estimate are as follows:

|                                                         | Ounces. |
|---------------------------------------------------------|---------|
| Four pounds of greasy or unwashed Australian wool ..... | 64.00   |
| Loss in sorting, 2 per cent .....                       | 1.28    |
| Loss in scouring, 60 per cent .....                     | 38.40   |
| Loss in noils made in combing .....                     | 6.14    |
| Loss in preparing and spinning .....                    | 1.84    |
| Loss in dyeing and finishing .....                      | 1.34    |
|                                                         | — 49.00 |
|                                                         | 15.00   |

It is the opinion of other manufacturers that the loss in the processes of manufacture is placed too low.

The wools used by Mr. Ramsden are among the lightest of the foreign clothing wools, or among those containing the least grease, the wools from Argentina and Cape of Good Hope being much heavier.

It is true that this great shrinkage in the case above referred to is not all lost, a part of the waste in this case consisting of noils. But the noils are worth much less



# 1656 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

than the foreign, or original, cost of the wool from which they were made without the duty; that is, the manufacturer paid the duty on the wool and the noils included in them. In selling the noils he does not get back the duty paid upon the noils, and the value of the noils should consequently be eliminated from the calculation.

Mr. Henry F. Coe, treasurer of the Washington Mills, regarded as one of the most reliable experts in America in the woolen manufacture, makes the following statements:

The number of pounds of finished cloth which 100 pounds of scoured wool yields is about as follows:

|                                              | Loss in manufacturing. |           |
|----------------------------------------------|------------------------|-----------|
|                                              | Pounds.                | Per cent. |
| Cloths and goods having a luster.....        | 65                     | 35        |
| Fancy colored suitings, cassimeres, etc..... | 70                     | 30        |
| Plain flannels, coatings, etc.....           | 75                     | 25        |

NOTE.—These are not estimates made for this statement, but are the results of careful observations made in the Washington Mills to determine the cost of manufacturing the goods, and therefore the prices at which they could be sold.

On the above basis the wools usually imported will take or require the following to yield a pound of finished cloth, according to Bowes & Co., of Liverpool, an accepted authority:

| Goods.                         | Average Cape wool will shrink 67 per cent in scouring. | Average mestiza shrinks 65 per cent. | Average Adelaide and Australian shrink 62 per cent. |
|--------------------------------|--------------------------------------------------------|--------------------------------------|-----------------------------------------------------|
|                                | Pounds.                                                | Pounds.                              | Pounds.                                             |
| Faced goods.....               | 4.66                                                   | 4.40                                 | 4.05                                                |
| Suitings, cassimeres, etc..... | 4.33                                                   | 4.09                                 | 3.76                                                |
| Flannels, coatings, etc.....   | 4.04                                                   | 3.81                                 | 3.51                                                |

The formulas by which the above calculations are made may be illustrated as follows:

Loss in Cape wool in scouring, 67 per cent, leaves 33 pounds clean wool; this clean wool loses 35 per cent in manufacturing; 33 pounds less 35 per cent, 11.55 pounds, leaves 21.45 pounds of cloth.

100 pounds (clean wool)  $\div$  21.45 = 4.66 pounds of wool to 1 pound of cloth.

That the estimate of 4 pounds of wool for a pound of finished goods is a correct one is further shown by the following considerations:

The existing wool tariff, by placing a double duty on washed wools and a treble duty on scoured wool of the first class, prohibits the manufacturer from importing the latter wools and compels him to buy all his wools in an unwashed state. The law, by making the duty on scoured or clean clothing wool three times the duty on unwashed wool, clearly admits and recognizes that 3 pounds of unwashed foreign wool are required to make 1 pound of clean or scoured wool ready for the picker, or before the first processes of manufacture, involving a further loss, are commenced. Three pounds of wool entering into the finished cloth are thus accounted for, and it is shown above that there is a further loss on clean wool in manufacturing of from 25 to 35 per cent, according to the cloth, which will more than account for the other pound of unwashed wool required to make a pound of finished cloth.

The following corroborative evidence is taken from the Bulletin of the National Association of Wool Manufacturers for 1883, Volume XIII, page 178:

## PROPORTION OF CLOTH TO WOOL AT ELBEUF, FRANCE.

The following paragraph and table, which we find in the portion of the report of the Department of State on the cotton and woolen industries of Europe, furnished by Consul-General Walker, supplies an interesting confirmation of the position taken by the National Association of Wool Manufacturers that, as a general rule, 4 pounds of unwashed wool are required to make a pound of finished cloth.



Consul-General Walker, in speaking of the manufacturers of Elbeuf, one of the most important centers of wool manufacture in Europe, says:

"A woolen manufacturer in Elbeuf gives the following information concerning the woolen industry of that district in the year 1869:

| Quantity of wool used.                    | Cost price<br>per<br>kilogram. | Proportion.      | Yield.           |
|-------------------------------------------|--------------------------------|------------------|------------------|
|                                           |                                | <i>Per cent.</i> | <i>Per cent.</i> |
| German wool, 900,000 kilograms.....       | \$1.00                         | 12.80            | 0.60             |
| French wool, 1,740,000 kilograms.....     | .29                            | 6.59             | .29              |
| Australian wool, 3,700,000 kilograms..... | .55                            | 26.45            | .42              |
| Plata wool, 14,200,000 kilograms.....     | .25                            | 46.61            | .30              |
| Miscellaneous, 1,400,000 kilograms.....   | .40                            | 7.50             | .42              |

"The production of woolen manufactures has been 6,558,600 kilograms, valued at \$17,563,000."

It will be seen from the above that the quantity of wool consumed was 21,940,000 kilograms, and the weight of goods manufactured from the wool was 6,558,600 kilograms. It is obvious that the former figure divided by the latter will give the quantity of wool to a kilogram of cloth. Taking these figures as they stand, they show 3.34½ kilograms of wool to a kilogram of cloth; but the German wool mentioned above, from its yield and its price, must have been washed wool, requiring double the quantity of unwashed wool. To bring the whole of the wool consumed into the condition of unwashed wool, the dividend ought to be increased by the addition of at least 900,000 kilograms, and probably more, to cover the Australian and miscellaneous wool, a portion of which must have been washed. Making the addition of only the former would make the quantity of wool to a kilogram of cloth 3.48½ kilograms. This assumes that no cotton warps, nor cotton mixed with the wool, nor other fiber enters into the weight of the cloth. By increasing the dividend by the amount of other raw material, which must necessarily have added to the weight of the cloth, we should have a proportion very closely approximating our own estimate of 4 pounds of unwashed wool to the pound of cloth.

#### STATEMENT OF ARLINGTON MILLS.

OFFICE OF ARLINGTON MILLS,  
Lawrence, Mass., June 9, 1890.

DEAR SIR: I hand you herewith the following estimate of the number of pounds of finished worsted dress goods that could be made from 100 pounds of greasy South American wool in the bale:

Estimate: The maximum pounds of sorts that could be obtained from 100 pounds of greasy South American wool in the bale would be 95 pounds of sorts.

Ninety-five pounds of sorts, shrinking 66 per cent, will net in scoured wool 32.3 pounds.

Thirty-two and three-tenths pounds of scoured wool, less 4 per cent waste in carding, would give 30.9 pounds of carded wool. Thirty and nine-tenths of carded wool, with 6 per cent added for moisture and oil, would yield 32.8 pounds.

Thirty-two and eight-tenths pounds of carded wool, noiling 16 per cent, which is a minimum percentage of noil, will yield on top 27.6 pounds.

Twenty-seven and six-tenths pounds of top will yield, including soft waste worked over, 95½ per cent of yarn, which is equal to 26.2 pounds. The maximum amount of finished worsted dress goods that could be made from this yarn would be 90 per cent, so the 26.2 pounds of yarn would net not more than 23.6 pounds of dress goods.

This shows that it would require 4½ pounds of such wool to make one pound of finished dress goods.

An almost identical result would be reached if the wool were imported in the scoured state.

These figures are a maximum for the amount of cloth that could be produced. The amount of noil stated is a minimum amount for this class of stock. The shrinkage from yarn to cloth is also a minimum shrinkage.

Many grades of cloth would shrink more than the shrinkage above given.

Yours, very truly,

W. D. HARTSHORNE, *Superintendent.*



## 1658 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

EXTRACT FROM LETTER OF JOSEPH P. TRUITT, OF PHILADELPHIA.

The truth is that the very best scoured wool actually sustains a loss of from 25 to 40 per cent in the process of manufacturing woolen or worsted goods, according to the style of cloth and finish required; and even in some extreme cases as much as 45 per cent. That this must be so is self-evident, because scoured wool contains many impurities which can only be removed by the exercise of great skill and care in the manufacturing process. Before such wool can be made into cloth it must first be carded, combed, spun, twisted, and reeled to convert it into yarn, each operation showing a serious loss, which does not stop when the yarn is made, but is continued in the weaving and finishing process by the weaver who spools, dresses, weaves, scours, dyes, and finishes the cloth—each of these operations also showing a loss familiar to all manufacturers.

By examining the statements made since 1867 it will be observed that all witnesses agree that scoured wool shows a loss in the manufacturing process averaging about  $33\frac{1}{3}$  per cent, so that it has been universally agreed that it takes one and one-half pounds of the best scoured wool to make 1 pound of finished cloth. It will also be noticed that results vary, owing to the skill of the operator, or the kind of goods or finish required, so that the loss in manipulation ranges from 25 to 45 per cent, but the rule of one and one-half pounds scoured to the pound of cloth is just and fair average for all purposes involved.

According to tests made in two large worsted mills at the author's request, the following results as to scoured wool were obtained:

## MILL NO. 1.

|                                                                  |       |       |
|------------------------------------------------------------------|-------|-------|
| Scoured wool .....                                               | 49.00 | 49.00 |
| Loss in carding (5 per cent) .....                               | 2.45  |       |
|                                                                  | <hr/> |       |
|                                                                  | 46.55 |       |
| Noils and combing (18 per cent) .....                            | 8.38  |       |
|                                                                  | <hr/> |       |
|                                                                  | 38.17 |       |
| Drawing (8 per cent) .....                                       | 3.05  |       |
|                                                                  | <hr/> |       |
|                                                                  | 35.12 |       |
| Spinning and twisting (4 per cent) .....                         | 1.40  |       |
|                                                                  | <hr/> |       |
|                                                                  | 33.72 |       |
| Dressing and weaving (1 per cent) .....                          | .34   |       |
|                                                                  | <hr/> |       |
|                                                                  | 33.38 |       |
| Finishing ( $1\frac{1}{2}$ per cent) .....                       | .67   |       |
|                                                                  | <hr/> |       |
| Net pounds finished cloth .....                                  | 32.71 | 32.71 |
|                                                                  | <hr/> |       |
| Loss, $33\frac{1}{3}$ per cent .....                             |       | 16.29 |
| Or $1\frac{1}{2}$ pounds scoured wool to 1 pound finished cloth. |       |       |

## MILL NO. 2.

|                                                        |       |       |
|--------------------------------------------------------|-------|-------|
| Scoured wool .....                                     | 29.48 | 29.48 |
| Loss in carding (8 per cent) .....                     | 2.36  |       |
|                                                        | <hr/> |       |
|                                                        | 27.12 |       |
| Noils, etc. (23 per cent) .....                        | 6.23  |       |
|                                                        | <hr/> |       |
|                                                        | 20.89 |       |
| Drawing and spinning ( $12\frac{1}{2}$ per cent) ..... | 2.61  |       |
|                                                        | <hr/> |       |
|                                                        | 18.28 |       |
| Weaving ( $6\frac{1}{4}$ per cent) .....               | 1.14  |       |
|                                                        | <hr/> |       |
|                                                        | 17.14 |       |
| Finishing ( $6\frac{1}{4}$ per cent) .....             | 1.07  |       |
|                                                        | <hr/> |       |
|                                                        | 16.07 | 16.07 |
|                                                        | <hr/> |       |
|                                                        |       | 13.41 |



Forty-five per cent, or 1.8 pounds of scoured wool to 1 pound finished cloth.

These are two of the most prominent mills in the country, and their statements are therefore reliable.

By reference to supplements accompanying this article it will be seen that all estimates agree with the above, as follows:

|                       | Per cent. |
|-----------------------|-----------|
| • David Ramsden.....  | 38        |
| H. F. Coe.....        | 35        |
| Do.....               | 30        |
| Do.....               | 25        |
| Bowes Bros.....       | 35        |
| William Whitman.....  | 35        |
| W. D. Hartshorne..... | 27        |
| Mill No. 1.....       | 33½       |
| Mill No. 2.....       | 45        |

So that a loss of 35 per cent is not too much to figure from scoured wool to finished cloth, and an average of 33½ per cent an equitable average standard.

From the facts herewith presented it appears—

First. That at least 3 pounds of wool shrinking 50 per cent must be purchased to make 1 pound of finished cloth, instead of 2, as stated in your communication.

Second. That if 10 per cent of the wool used abroad only loses 50 per cent, and 90 per cent loses 70 to 75 per cent, as your correspondent must and will no doubt admit, the average shrinkage would be about 70 per cent.

Third. If the average shrinkage of merino wool used by foreign manufacturers is 70 per cent, then it follows that the compensating duty, instead of being too much by 22 cents, as your correspondent says, is actually 11 cents too little, as on this basis 5 pounds of wool must be bought and 55 cents duty paid, while the protection given is only 44 cents, a clear loss of 11 cents a pound to the manufacturer when compelled to import this wool.

JOSEPH P. TRUITT.

PHILADELPHIA, *March 17, 1892.*

FULTON, N. Y., *December 28, 1896.*

S. N. D. NORTH, Esq.,

*Secretary National Association of Wool Manufacturers, Boston, Mass.*

DEAR SIR: We herewith inclose you three reports showing the shrinkage in the manufacture of worsted wool from the greasy wool to the finished cloth. One of these reports covers 1,500,000 pounds of Adelaide and Cape wools, used within a year; the second report is on 800,000 pounds of Montevideo wool, and the third report shows the average shrinkage for three years on wools mixed in the proportion of two-thirds imported and one-third domestic.

Yours truly,

FULTON WOOLEN MILLS,  
JOHN W. NARY, *Agent.*

*Report on 1,500,000 pounds of Adelaide and Cape wools.*

|                                                             | Pounds. |
|-------------------------------------------------------------|---------|
| Shrinkage in sorting, 3 per cent.....                       | 97      |
| Shrinkage in scouring, 64 per cent.....                     | 62      |
|                                                             | 35      |
| Card waste, 6 per cent.....                                 | 2.1     |
|                                                             | 32.9    |
| Noil, 18 per cent.....                                      | 5.9     |
|                                                             | 27      |
| Drawing, spinning, and twisting, 4 per cent.....            | 1.1     |
|                                                             | 25.9    |
| Waste from yarn to finished cloth, 8 per cent.....          | 2.1     |
|                                                             | 23.8    |
| Net weight of finished cloth made from 100 pounds wool..... |         |



## 1660 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

*Report on 800,000 pounds of Montevideo wool.*

|                                                                | Pounds. |
|----------------------------------------------------------------|---------|
| Shrinkage in sorting, 3 per cent .....                         | 97      |
| Shrinkage in scouring, 62 per cent .....                       | 60.14   |
|                                                                | <hr/>   |
|                                                                | 36.86   |
| Shrinkage in carding, 7 per cent .....                         | 2.58    |
|                                                                | <hr/>   |
|                                                                | 34.28   |
| Shrinkage in combing, 19 per cent .....                        | 6.51    |
|                                                                | <hr/>   |
|                                                                | 27.77   |
| Shrinkage in drawing, spinning, and twisting, 4 per cent ..... | 1.11    |
|                                                                | <hr/>   |
|                                                                | 26.66   |
| Shrinkage from yarn to cloth, 7.5 per cent .....               | 2       |
|                                                                | <hr/>   |
| Net weight of finished cloth from 100 pounds greasy wool ..... | 24.66   |

*Average shrinkage on wool used for three years manufacturing worsted cloth; two-thirds of blend made up of Montevideo, Adelaide, and Cape wools, and one-third made up of Ohio, Virginia, West Virginia, and Oregon wools.*

|                                                                 | Pounds. |
|-----------------------------------------------------------------|---------|
| Shrinkage in sorting, 3.25 per cent .....                       | 96.75   |
| Shrinkage in scouring, 61.75 per cent .....                     | 59.75   |
|                                                                 | <hr/>   |
|                                                                 | 37      |
| Shrinkage in carding, 6.5 per cent .....                        | 2.4     |
|                                                                 | <hr/>   |
|                                                                 | 34.6    |
| Shrinkage in combing, 20 per cent .....                         | 6.92    |
|                                                                 | <hr/>   |
|                                                                 | 27.68   |
| Shrink drawing, spinning, and twisting, 4 per cent .....        | 1.10    |
|                                                                 | <hr/>   |
|                                                                 | 26.58   |
| Waste from yarn to finished cloth, 8 per cent .....             | 2.12    |
|                                                                 | <hr/>   |
| Net weight of finished cloth made from 100 pounds of wool ..... | 24.46   |

N. B.—With this same blend some manufacturers might have made more shrinkage in the scouring and less in card waste. We have used the soft drawing laps over again.

Shrinkage from scoured wool to cloth, 34 per cent.

PHILADELPHIA, December 30, 1896.

DEAR SIR: Yours of the 24th addressed to our Mr. Henry M. Steel came duly to hand. We have examined the statement of Mr. Hartshorne with regard to the product of goods from South American wools. We believe this statement to be substantially correct and also that there are some other wools, both foreign and domestic, that require more than  $4\frac{1}{4}$  pounds in the grease to produce 1 pound of finished worsted goods.

Yours truly,

EDWARD T. STEEL & CO.

Mr. S. N. D. NORTH,  
Secretary National Association of Wool Manufacturers.



## APPENDIX B.

*Comparison of annual average prices of Ohio fine washed fleece in Boston, and the same scoured, with prices in London of similar grades of competing fine Australian wools.*

[Manger & Avery.]

| Year.      | Fine Ohio washed fleece. | Fine Ohio fleece scoured. | Port Phillip good average greasy. | Australian average scoured. | Difference between fine Ohio fleece scoured and Australian average scoured. |
|------------|--------------------------|---------------------------|-----------------------------------|-----------------------------|-----------------------------------------------------------------------------|
|            | Cents.                   | Cents.                    | Cents.                            | Cents.                      | Cents.                                                                      |
| 1880 ..... | 49 $\frac{1}{4}$         | 1. 02 $\frac{3}{4}$       | 27                                | 60                          | 42 $\frac{3}{4}$                                                            |
| 1881 ..... | 43                       | 95 $\frac{1}{2}$          | 24                                | 53                          | 42 $\frac{1}{2}$                                                            |
| 1882 ..... | 42 $\frac{1}{2}$         | 90 $\frac{1}{2}$          | 25                                | 53                          | 37 $\frac{1}{2}$                                                            |
| 1883 ..... | 40 $\frac{1}{2}$         | 86                        | 24 $\frac{1}{4}$                  | 51                          | 35                                                                          |
| 1884 ..... | 37                       | 80 $\frac{1}{2}$          | 23                                | 48                          | 32 $\frac{1}{2}$                                                            |
| 1885 ..... | 32 $\frac{2}{3}$         | 71 $\frac{1}{4}$          | 20                                | 41                          | 30 $\frac{1}{4}$                                                            |
| 1886 ..... | 34                       | 74                        | 19 $\frac{1}{2}$                  | 41                          | 33                                                                          |
| 1887 ..... | 33                       | 73 $\frac{1}{4}$          | 20 $\frac{1}{4}$                  | 42                          | 31 $\frac{1}{4}$                                                            |
| 1888 ..... | 30 $\frac{1}{2}$         | 68                        | 20 $\frac{1}{2}$                  | 42                          | 26                                                                          |
| 1889 ..... | 33 $\frac{3}{4}$         | 73 $\frac{1}{2}$          | 23                                | 48                          | 25 $\frac{1}{2}$                                                            |
| 1890 ..... | 33                       | 73 $\frac{1}{4}$          | 21 $\frac{1}{2}$                  | 44                          | 29 $\frac{1}{4}$                                                            |
| 1891 ..... | 31 $\frac{3}{4}$         | 70 $\frac{3}{4}$          | 20                                | 40                          | 30 $\frac{3}{4}$                                                            |
| 1892 ..... | 29                       | 64                        | 17                                | 33                          | 31                                                                          |
| 1893 ..... | 26 $\frac{1}{2}$         | 58 $\frac{3}{4}$          | 17                                | 33                          | 25 $\frac{3}{4}$                                                            |
| 1894 ..... | 20 $\frac{1}{4}$         | 45                        | 15 $\frac{1}{2}$                  | 31                          | 14                                                                          |
| 1895 ..... | 17 $\frac{1}{2}$         | 39                        | 17                                | 33                          | 6                                                                           |

The fourth column shows the clean cost in London of a class of wool most nearly corresponding to Ohio scoured fleece in the second column.

## APPENDIX C.

*Table showing comparative rates of wages in the worsted industry—Massachusetts, England, France, and Belgium; with the percentage of rates in Massachusetts over those of other countries.*

[Franklin W. Hobbs, in Bulletin of National Association of Wool Manufacturers, Vol. XXII.]

| Occupation.                 | Massachusetts. | England. | Difference. | France. | Difference. | Belgium. | Difference. |
|-----------------------------|----------------|----------|-------------|---------|-------------|----------|-------------|
|                             |                |          | Per cent.   |         | Per cent.   |          | Per cent.   |
| Washing:                    |                |          |             |         |             |          |             |
| Overlookers.....            | \$13.50        | \$8.75   | 54.2        | \$7.98  | 69.2        | \$5.70   | 136.9       |
| Washers .....               | 7.50           | 4.62     | 62.1        | 3.71    | 102.2       | 3.42     | 119.3       |
| Carding:                    |                |          |             |         |             |          |             |
| Overlookers.....            | 16.50          | 9.72     | 69.7        | 7.98    | 107.6       | 5.70     | 189.5       |
| Grinders and strippers...   | 9.00           | 4.37     | 106         | 4.85    | 85.6        | 4.30     | 104.4       |
| Carders .....               | 6.60           | 3.04     | 117.1       | 2.80    | 135.7       | 3.14     | 110.2       |
| Combing:                    |                |          |             |         |             |          |             |
| Overlookers.....            | 16.50          | 9.00     | 83.3        | 11.40   | 44.8        | 5.70     | 189.5       |
| Assistant overlookers....   | 9.00           | 5.58     | 61.3        | 5.70    | 57.9        | 3.42     | 163.2       |
| Backwashers.....            | 6.00           | 2.92     | 105.5       | 3.71    | 61.7        | 2.57     | 133.4       |
| Gill box .....              | 5.70           | 2.67     | 103.5       | 2.99    | 90.7        | 2.28     | 150         |
| Ballers .....               | 6.00           | 2.67     | 124.7       |         |             |          |             |
| Comb binders .....          | 7.50           | 3.40     | 120.6       | 3.42    | 119.3       | 2.85     | 163.2       |
| Finishers .....             | 5.70           | 2.92     | 95.2        | 3.14    | 87.9        | 2.28     | 150         |
| Drawing and roving:         |                |          |             |         |             |          |             |
| Overlookers.....            | 15.00          | 8.75     | 71.4        |         |             |          |             |
| Assistant overlookers....   | 9.00           | 4.37     | 106         |         |             |          |             |
| 2-can gill box.....         | 6.30           | 2.79     | 125.8       |         |             |          |             |
| 2-spindle gill box.....     | 6.30           | 2.79     | 125.8       |         |             |          |             |
| 4-spindle draw box.....     | 6.60           | 2.67     | 147.2       |         |             |          |             |
| 8-spindle weigh box.....    | 6.30           | 2.67     | 135.9       |         |             |          |             |
| 8-spindle first finisher... | 6.30           | 2.55     | 147.1       |         |             |          |             |
| 8-spindle second finisher.. | 6.30           | 2.55     | 147.1       |         |             |          |             |
| 30-spindle reducer.....     | 6.30           | 2.43     | 159.3       |         |             |          |             |
| 30-spindle roving.....      | 6.00           | 2.43     | 146.9       |         |             |          |             |



## 1662 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

Table showing comparative rates of wages in the worsted industry, etc.—Continued.

| Occupation.                         | Massachusetts. | England. | Difference.      | France. | Difference.      | Belgium. | Difference.      |
|-------------------------------------|----------------|----------|------------------|---------|------------------|----------|------------------|
|                                     |                |          | <i>Per cent.</i> |         | <i>Per cent.</i> |          | <i>Per cent.</i> |
| Drawing and roving (French system): |                |          |                  |         |                  |          |                  |
| Overlookers.....                    | \$13.50        | .....    | .....            | \$7.60  | 77.6             | \$5.75   | 134.8            |
| Assistant overlookers....           | 7.50           | .....    | .....            | 4.75    | 57.9             | 3.42     | 119.3            |
| Gill box.....                       | 6.30           | .....    | .....            | 2.85    | 121.1            | 2.28     | 176.3            |
| Second gill box.....                | 6.30           | .....    | .....            | 2.85    | 121.1            | 2.28     | 176.3            |
| Roving.....                         | 6.30           | .....    | .....            | 2.57    | 145.1            | 2.20     | 186.4            |
| Second roving.....                  | 6.30           | .....    | .....            | 2.80    | 125              | 2.28     | 176.3            |
| Spinning:                           |                |          |                  |         |                  |          |                  |
| Overlookers (English system).....   | 13.50          | \$7.78   | 73.5             | .....   | .....            | 4.56     | 198.1            |
| Yarn inspectors.....                | 7.50           | 3.89     | 92.8             | .....   | .....            | .....    | .....            |
| Spinners (full time).....           | 6.00           | 2.43     | 146.9            | .....   | .....            | 2.00     | 200              |
| Spinners (2 half timers) ..         | 6.00           | 1.94     | 209.3            | .....   | .....            | .....    | .....            |
| Overlookers (mule).....             | 15.00          | .....    | .....            | 7.98    | 88               | 5.70     | 163.2            |
| Spinners (mule).....                | 13.50          | .....    | .....            | 5.13    | 163.2            | 4.12     | 227.7            |
| Doffers (head).....                 | 4.80           | 2.06     | 133              | .....   | .....            | .....    | .....            |
| Doffers.....                        | 4.20           | 1.94     | 116.5            | .....   | .....            | 1.15     | 265.2            |
| Takers off.....                     | 4.50           | 1.94     | 132              | .....   | .....            | .....    | .....            |
| Cleaners.....                       | 4.80           | .....    | .....            | .....   | .....            | .....    | .....            |
| Tape fixers.....                    | 6.90           | 1.94     | 250.5            | .....   | .....            | .....    | .....            |
| Boy helpers.....                    | 4.20           | 1.22     | 244.3            | 2.28    | 84.2             | 1.15     | 265.2            |
| Wool sorters:                       |                |          |                  |         |                  |          |                  |
| Average earnings.....               | 11.00          | 7.29     | 50.9             | 7.98    | 37.8             | 5.42     | 103              |
| Weaving:                            |                |          |                  |         |                  |          |                  |
| Overlookers.....                    | 15.00          | 8.26     | 81.6             | 7.70    | 94.8             | 5.70     | 163.2            |
| Assistant overlookers....           | 9.00           | 4.36     | 106.4            | 4.56    | 97.1             | 3.42     | 163.2            |
| Weavers.....                        | 7.00           | 3.40     | 105.9            | 4.56    | 53.7             | 3.15     | 122.2            |
| Machine and repair shop:            |                |          |                  |         |                  |          |                  |
| Carpenters.....                     | 13.50          | 6.80     | 98.5             | 5.13    | 163.2            | 4.87     | 177.2            |
| Machinists.....                     | 13.20          | 7.29     | 81.1             | 6.84    | 93               | 4.87     | 171              |
| Blacksmiths.....                    | 12.00          | 7.29     | 64.6             | 6.84    | 75.4             | 4.87     | 146.4            |
| Stokers.....                        | 9.00           | 4.37     | 105.9            | 4.56    | 97.4             | 4.57     | 96.9             |
| Engineers.....                      | 15.00          | 7.29     | 105.8            | 8.55    | 75.4             | 4.87     | 208              |

While no definite average can fairly be deduced, anyone with definite knowledge of the number of each class of help required to equip a mill can find the evidence in this table that wages in the United States are about 100 per cent higher than in England, 110 per cent higher than in France, and 150 per cent higher than in Belgium. A careful analysis of the table, based upon a thorough understanding of the importance of the different grades of labor in the general process of manufacture, and the relative number of all grades of help required in each, sustains this conclusion.

If allowance is made for the difference in the number of hours of work in the different countries, we have the wages in Massachusetts 94 per cent higher than in England, 120 per cent higher than in France, and 180 per cent higher than in Belgium.

# APPENDIX D.

## Revenues from wool and manufactures of wool.

[Compiled from reports of Bureau of Statistics, United States Treasury Department.]

| Fiscal year. | Wool.       | Manufactures of. | Total.       | Fiscal year.        | Wool.       | Manufactures of. | Total.       |
|--------------|-------------|------------------|--------------|---------------------|-------------|------------------|--------------|
| 1867.....    | \$1,958,547 | \$24,268,531     | \$26,227,078 | 1882.....           | \$3,854,653 | \$25,398,363     | \$29,253,016 |
| 1868.....    | 1,605,928   | 22,032,923       | 23,638,851   | 1883.....           | 3,174,628   | 29,146,265       | 32,320,893   |
| 1869.....    | 1,980,066   | 23,454,900       | 25,434,966   | 1884.....           | 4,552,826   | 27,478,400       | 32,001,226   |
| 1870.....    | 2,217,967   | 23,393,201       | 25,611,168   | 1885.....           | 3,164,296   | 24,294,939       | 27,459,235   |
| 1871.....    | 3,855,409   | 29,049,157       | 32,904,566   | 1886.....           | 5,126,108   | 27,278,528       | 32,404,636   |
| 1872.....    | 9,024,839   | 33,004,894       | 42,029,733   | 1887.....           | 5,899,816   | 29,729,718       | 35,629,534   |
| 1873.....    | 7,846,158   | 30,643,774       | 38,489,932   | 1888.....           | 4,729,487   | 32,213,121       | 36,942,607   |
| 1874.....    | 4,470,482   | 27,886,340       | 32,356,822   | 1889.....           | 5,982,212   | 35,373,627       | 41,355,839   |
| 1875.....    | 3,631,859   | 27,282,178       | 30,914,037   | 1890.....           | 5,460,886   | 37,440,051       | 42,900,937   |
| 1876.....    | 2,787,208   | 22,519,106       | 25,306,313   | 1891.....           | 6,552,268   | 34,857,453       | 41,409,720   |
| 1877.....    | 2,657,997   | 17,600,041       | 20,258,037   | 1892.....           | 7,799,086   | 34,293,606       | 42,092,692   |
| 1878.....    | 2,714,396   | 17,176,549       | 19,890,945   | 1893.....           | 8,147,220   | 36,451,552       | 44,598,772   |
| 1879.....    | 1,966,276   | 16,839,064       | 18,805,340   | 1894.....           | 2,132,492   | 19,061,936       | 21,194,428   |
| 1880.....    | 7,374,217   | 21,864,153       | 29,238,370   | 1895 <i>a</i> ..... | 224,621     | 20,702,923       | 20,922,886   |
| 1881.....    | 4,860,815   | 22,424,810       | 27,285,625   | 1896.....           | .....       | 23,121,383       | 23,121,383   |

*a* Wool free of duty after August 28, 1894.



## APPENDIX E.

*Table showing the value of declared exports from the consular district of Bradford to the United States during the past thirty-two years—1864-1895.*

[Hon. Claude Meeker, United States Consul at Bradford, England.]

| Year.      | Value.          | Equivalent<br>in United States<br>money. | Year.      | Value.          | Equivalent<br>in United States<br>money. |
|------------|-----------------|------------------------------------------|------------|-----------------|------------------------------------------|
|            | £ s. d.         |                                          |            | £ s. d.         |                                          |
| 1864 ..... | 1,614,455 7 8   | \$7,856,747.11                           | 1881 ..... | 1,604,505 17 9  | 7,808,327.90                             |
| 1865 ..... | 2,627,571 14 7  | 12,787,077.81                            | 1882 ..... | 1,677,013 19 4  | 8,161,188.46                             |
| 1866 ..... | 3,031,048 6 9   | 14,750,596.74                            | 1883 ..... | 2,212,369 15 5  | 10,766,497.27                            |
| 1867 ..... | 2,101,295 15 8  | 10,225,955.93                            | 1884 ..... | 2,675,140 10 3  | 13,018,571.28                            |
| 1868 ..... | 2,529,016 15 6  | 12,307,460.14                            | 1885 ..... | 2,783,837 6 8   | 13,547,544.37                            |
| 1869 ..... | 2,670,517 19 10 | 12,996,075.80                            | 1886 ..... | 3,673,665 8 2   | 17,877,892.65                            |
| 1870 ..... | 3,016,689 15 2  | 14,680,720.73                            | 1887 ..... | 3,399,687 16 2  | 16,544,580.69                            |
| 1871 ..... | 3,239,639 10 11 | 15,765,705.85                            | 1888 ..... | 4,183,984 12 11 | 20,361,361.25                            |
| 1872 ..... | 3,760,889 14 3  | 18,302,369.79                            | 1889 ..... | 4,692,406 2 2   | 22,835,594.31                            |
| 1873 ..... | 3,061,465 14 5  | 14,898,622.93                            | 1890 ..... | 4,112,617 19 5  | 20,014,055.35                            |
| 1874 ..... | 2,828,099 5 6   | 13,762,945.12                            | 1891 ..... | 2,392,872 2 0   | 11,644,912.07                            |
| 1875 ..... | 2,325,619 6 1   | 11,317,626.35                            | 1892 ..... | 2,793,196 1 10  | 13,593,088.80                            |
| 1876 ..... | 1,375,824 13 11 | 6,695,450.88                             | 1893 ..... | 2,036,187 4 4   | 9,909,105.10                             |
| 1877 ..... | 1,468,054 16 5  | 7,144,288.78                             | 1894 ..... | 1,688,119 13 7  | 8,215,234.38                             |
| 1878 ..... | 1,069,793 6 0   | 5,206,149.10                             | 1895 ..... | 5,702,414 5 4   | 27,745,096.60                            |
| 1879 ..... | 1,456,376 18 10 | 7,087,458.38                             |            |                 |                                          |
| 1880 ..... | 1,926,227 15 2  | 9,373,987.38                             | Total ..   | 85,730,605 12 0 | 417,202,288.67                           |

The fluctuations which appear in this table are curious and difficult to explain in full, although the operation of tariff changes is very perceptible in some years and the effect of business depression in the United States clearly discernible in others. The Bradford business with this country was more than double in 1889 what it had been twenty-five years earlier, and after the tariff of 1890 went into operation it dropped back at once to a figure about the same as that of 1865.

## APPENDIX F.

[Extract from the Annual Report of the Secretary of the National Association of Wool Manufacturers, 1897.]

## THE FRENCH AND GERMAN SPECIFIC TARIFF ON WOOLENS.

It has long been the conviction of the American wool manufacturers that no woollen tariff based upon the ad valorem method in its protective duty can be effective, to the degree intended by the framers of the law, because of the opportunities for undervaluation which that form of duty affords. This conviction has been fortified by experience under the operation of the Wilson tariff, by which the woollen goods duties were made, for the first time since the tariff of 1867, purely ad valorem in form. In the enforcement of the tariff of 1894 we have had the benefit of the administrative act of 1890, under the provisions of which it has been possible to partially check undervaluation. The cooperation of the Treasury Department, in aiding and encouraging the customs officials in their efforts to protect the Government against organized fraud, has been quite as effective since the passage of the new tariff as ever before. Nevertheless, it is the general understanding in the trade, in the mills, and in official circles that undervaluation remains an evil of gigantic proportions, and that specific duties are the only effective method of eradicating it.

By reason of this conviction, based upon this experience, the National Association of Wool Manufacturers appointed a special committee of its number, in 1895, to inquire carefully into the whole subject, and to report to the organization whether in its judgment it is possible to frame "a complete schedule of specific duties for woollen goods, that shall be equitable in application to all classes and grades of such goods."

There has been so much discussion of the subject for so many years that it seemed desirable to definitely and finally settle it by means of a scientific investigation. Accordingly, under the direction of this special committee, samples of more than two hundred varieties of woollen and worsted cloths and dress goods, covering practically every variety of these goods imported into the United States in 1896, were obtained through the courtesy of Messrs. Stearns and Bunn, the local appraisers at the ports of Boston and New York, each sample containing a record of weight, width, and foreign price. These samples were transmitted to the Philadelphia Textile School, where, under the very competent expert supervision of Mr. E. M. France, the director, they were carefully analyzed, with a view to ascertaining the relationship between the number of threads, the weight, and the value, or labor cost. The records of this interesting investigation are preserved; and it may be said that this is



the first effort ever made to demonstrate whether any such relationship can be established, covering a complete line of samples. The data obtained, two questions were to be determined:

First. Whether it was possible to frame a specific woolen schedule for the United States, based upon the specific schedules of European countries.

Second. Whether it was possible to frame such a schedule based upon the principle of the cotton schedule of the American tariff.

Both these questions have been answered in the negative, and the reasons why will now be stated.

The United States is the one country imposing a tariff upon woolens which does not make that tariff specific in form—Canada and the Australian colonies being the only exceptions to this rule, and these exceptions being notoriously countries that secure the bulk of their woolens through imports. It would seem to go without saying that if other countries can frame specific tariffs for woolen goods, which are satisfactory in operation, the United States can do the same. But this does not by any means follow.

The United States is the only manufacturing nation which, in arranging its tariff, is compelled to take account of higher costs of manufacture, as compared with competing nations. This fact differentiates our tariff from all other tariffs. It rests upon radically different internal conditions, which make it necessary that our rates shall be higher than those elsewhere imposed.

The two European tariffs most quoted, and popularly regarded as the most scientifically adjusted, are those of France and Germany. Comparisons in this report are confined exclusively to these tariffs.

In both countries whatever amount of protection is contained in the tariff is a protection outright and absolute to the manufacturer, with the sole purpose of placing him at an advantage over any foreign competitor to the full degree of that protection. The rates of wages paid in both countries are as low as in any competing countries, lower than in some; the general costs of manufacturing are as low or lower than elsewhere.

Both Germany and France secure a large share of their national revenues from the custom-houses. But in both countries the adjustment of the tariff rates has been so made that the home manufacturer shall have all the advantage typified in the rates, as against all outsiders. This adjustment of a tariff is not regarded as legitimate by our free-trade friends in the United States; and it may therefore be well to note, in passing, the fact that both France and Germany—not to speak of other European nations—are firmly convinced, after long years of experience, that the direct and tangible results of their policy constitute its complete and overwhelming vindication. Their industrial advance has been so rapid under this tariff policy, and their internal condition so satisfactory, that their experience is well worth study.

Where a tariff is not necessary to equalize differences in the cost of manufacture, it is a comparatively simple matter to adjust it. It is not necessary, in such a tariff, that a rate of duty shall have any fixed relationship to the value of the article upon which it is imposed, or to the relative cost of manufacturing that article. Where the internal conditions are such that efficient protection is possible with low rates of duty, the classifications of a tariff may be rough and general, and the formulation of a scheme is comparatively simple. This, in a word, is the reason why the French and German tariffs, although both wholly specific, afford no aid as a guide in the framing of a specific tariff on woolens for the United States. What is easy in those countries becomes an impossible problem in our own case.

Where a duty is intended to be an outright protection, to its full amount, for the home manufacturer, and where the absence of any consideration of the costs of manufacture permits low duties to accomplish the end in view, the same, or nearly the same, rates of duty may be placed upon cheap and upon expensive goods, without creating objectionable, obnoxious, or unjust discriminations.

These being the conditions in Germany, where manufacturing can be carried on as cheaply as anywhere in Europe, the basis of weight alone constitutes the sole classification in the woolen schedule, and operates with entire satisfaction. Thus the German tariff classifies all cloths, dress goods, flannels, and blankets (except such as are printed) under the following clause:

Unprinted cloth and stuffs—

(a) In weight of more than 200 grams to a square meter of woven surface, 135 marks per 100 kilos.

(b) In weight of 200 grams or less to a square meter of woven surface, 225 marks per 100 kilos.

Thus there are but two classifications for this immense variety of goods. The dividing line of weight is drawn at the equivalent of 7.05 ounces (200 grams) per square meter, equal to 5.88 ounces per square yard. All goods weighing less than 5.88 ounces per square yard being subject to the higher duty, and all over that weight to the lower duty. The higher duty (\$53.55) upon each 220.46 pounds of cloth (100 kilos) is equal to only 24.29 cents per pound, and this whether the goods are worth



50 cents a pound or \$5 per pound. The duty being solely a manufacturers' protective duty, the effect is to give him the benefit of 24.29 cents a pound protection, irrespective of the cost of his goods, no matter whether the labor cost is high or low, or the materials employed cheap or expensive. In effect this is a greater degree of protection than any that has ever been accorded in an American tariff, so far as the manufacturer himself is concerned, because it is an absolute protection, based upon the supposition that all his costs, both for labor and materials, are as low as or lower than his competitors.

Such a tariff will not suit American conditions, where the degree of protection, to be effective and not to be excessive in certain instances, must vary according to the labor cost represented in the different varieties of goods.

The French tariff approximates more closely to American conditions. Its woolen schedule is, like that of Germany, based wholly upon weight, but the classifications are more minute, and a closer relationship between the duty and the value is secured by a separation of the all-wool goods from those which are composed in part of cotton or shoddy. But all-wool cloths, dress goods, flannels, etc., are all dutiable under one paragraph, in which the rates of duty, after translating the decimals into their American equivalents, are as follows:

|                                                                | Cts. per lb. |
|----------------------------------------------------------------|--------------|
| Weighing not over 7.4 ounces per square yard.....              | 18.3         |
| Over 7.4 ounces and not over 11.8 ounces per square yard.....  | 23.7         |
| Over 11.8 ounces and not over 16.2 ounces per square yard..... | 20.1         |
| Over 16.2 ounces and not over 20.6 ounces per square yard..... | 16.6         |
| Over 20.6 ounces per square yard.....                          | 12.2         |

So far, then, as weight is a test of value in woolens, the French tariff aims in a general way to differentiate duties according to value, and thus it approaches somewhat to the basis of the requirements of an American tariff. It is, however, like that of Germany, a manufacturers' tariff purely, there being in France no difference in labor cost to be overcome, or in cost of materials, wool being free in both countries.

A comparison of these two schedules shows the following differences in rates of duty:

| Weighing per square yard.               | German<br>(duty per<br>pound). | French<br>(duty per<br>pound). |
|-----------------------------------------|--------------------------------|--------------------------------|
|                                         | Cents.                         | Cents.                         |
| Not over 5.88 ounces.....               | 24.29                          | 18.3                           |
| Not over 7.4 ounces.....                | 14.57                          | 18.3                           |
| Over 7.4 but not over 11.8 ounces.....  | 14.57                          | 23.7                           |
| Over 11.8 but not over 16.2 ounces..... | 14.57                          | 20.1                           |
| Over 16.2 but not over 20.6 ounces..... | 14.57                          | 16.6                           |
| 20.6 ounces.....                        | 14.57                          | 12.2                           |

It will be seen that the French tariff is very materially higher than the German on all goods weighing between 5.88 and 20.6 ounces, which range of weights covers the great bulk of woolen goods manufactured. On the other hand, on all goods weighing under 5.88 ounces the German tariff makes the duty 24.29 cents, while the French duties are but 18.3 cents per pound; and on very heavy goods weighing over 20.6 ounces, the German duties are higher by  $2\frac{3}{4}$  cents per pound than the French.

These differences in the rates are arbitrary, except in so far as they are determined by the similar differences which exist in the yarn duties. The two yarn schedules are as follows:

#### FRENCH YARN TARIFF.

##### Worsted yarns.

[Duty per pound.]

| Numbers.        | Singles.   |          | Two-ply.   |          | Tapestry.  |          |
|-----------------|------------|----------|------------|----------|------------|----------|
|                 | Uncolored. | Colored. | Uncolored. | Colored. | Uncolored. | Colored. |
|                 | Cents.     | Cents.   | Cents.     | Cents.   | Cents.     | Cents.   |
| 36 or less..... | 3.7        | 6.4      | 4.9        | 7.6      | 5.7        | 8.4      |
| 36 to 45.....   | 4.9        | 7.6      | 6.3        | 8.6      | 7.4        | 10.1     |
| 45 to 54.....   | 5.9        | 8.6      | 7.7        | 9.8      | 8.9        | 11.6     |
| 54 to 63.....   | 7          | 9.8      | 9          | 10.9     | 10.7       | 13.4     |
| 63 to 71.....   | 8          | 10.9     | 10.5       | 12.1     | 12.2       | 14.9     |
| 71 to 80.....   | 9.2        | 11.9     | 11.9       | 13.6     | 13.8       | 16.5     |
| 80 to 88.....   | 10.3       | 13       | 13.3       | 14.5     | 15.5       | 18.2     |
| Over 88.....    | 10.9       | 13.6     | 14.1       | 15.2     | 16.3       | 20       |



## 1666 SCHEDULE K.—WOOL, AND MANUFACTURES OF WOOL.

## FRENCH YARN TARIFF—Continued.

*Woolen yarns.*

| Cuts.              | Singles.      |               | Two-ply.      |               |
|--------------------|---------------|---------------|---------------|---------------|
|                    | Uncolored.    | Colored.      | Uncolored.    | Colored.      |
|                    | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> |
| 16.5 or less ..... | 1.6           | 4.4           | 2.4           | 5             |
| 16.5 to 24.4 ..... | 2.4           | 5             | 3.2           | 5.9           |
| 24.4 to 33 .....   | 3.2           | 5.9           | 4             | 6.7           |
| 33 to 50 .....     | 4             | 6.7           | 4.9           | 7.6           |
| Over 50 .....      | 4.9           | 7.6           | 5.7           | 8.4           |

## GERMAN YARN TARIFF.

|                                                          | Per 100 pounds. | Per pound. |
|----------------------------------------------------------|-----------------|------------|
| Hand-combed yarn, etc.:                                  |                 |            |
| <i>a.</i> Single, undyed or dyed .....                   | \$0.32½         | \$0.003225 |
| Double, undyed .....                                     | .32½            | .003225    |
| <i>b.</i> Double, dyed .....                             | 2.59            | .0259      |
| Three or more times twisted, undyed or dyed .....        | 2.59            | .0259      |
| Other yarn:                                              |                 |            |
| <i>a.</i> Raw, single .....                              | .8618           | .00862     |
| <i>b.</i> Raw, double .....                              | 1.0795          | .0108      |
| <i>c.</i> Bleached or dyed, single .....                 | 1.2973          | .0130      |
| <i>d.</i> Bleached or dyed, double .....                 | 2.59            | .0259      |
| Three or more times twisted, raw bleached, or dyed ..... | 2.59            | .0259      |

It appears that the French yarn duties are much higher than the German, and the classification much more minute. This difference illustrates the fundamental contrast in the tariff policies of the two countries.

The German tariff was framed to hit the case of a nation not so far advanced in the development of its manufactures as was France. In all schedules, therefore,—the cotton and silk as well as the woolen—it imposes comparatively light duties upon semimanufactured products such as yarns. The idea was to facilitate the importation of these semimanufactured products, in order to correspondingly facilitate and encourage the manufacture of the more finished products. In consequence of this policy, the Germans have increased their weaving output much faster than their spinning. The German weavers still rely very largely for their supply upon imported yarns, mostly from England, the quantity imported thence being 25,000,000 pounds in 1894, as against only 3,291,000 pounds of English yarns imported into France. Many spinning mills in Bradford are engaged very largely in spinning for the German market, and the yarns thus exported are brought back to England in large quantities in the form of woven fabrics which undersell those of Bradford, even in the Bradford shops. All this is in accordance with the peculiar ideas of the Germans on this subject, and this is not the connection in which to discuss the matter.

The French, anxious to develop their spinning industry contemporaneously with the weaving, have succeeded in doing so by imposing upon all varieties of yarns duties which are higher than the German by 100, 200, 300, and 500 per cent.

As a result of these duties the French are now far superior to the Germans as spinners, and divide with England the markets of that country.

These very much higher rates on yarns in the French tariff, with the more minute classifications, have necessitated in their turn the more minute classification and the higher rates of the schedule on woolen goods.

The French model, whatever may be thought of it as a basis of a good schedule, seems to be adapted, with modified rates, to the acquirements of a woolen and worsted yarn schedule for the United States. It is in fact the basis of the yarn schedule of the cotton tariff of the Wilson Act, pronounced by experts the most perfect yarn schedule ever engrafted into an American tariff.

We may now attempt, using the French schedule as a guide, to show wherein an American woolen tariff must necessarily differ from this model.

(1) The French tariff primarily groups woolen cloths into a wool and those into which cotton or shoddy enter. It applies to the latter class or goods specific rates which are on the average 55 to 60 per cent lower than those upon all-wool goods. A similar grouping is practicable here, although the relation to the rates of duty on all-wool goods would necessarily be different, the difference in the labor cost of manufacture not being so marked as these figures would indicate.

(2) The French tariff next classifies all cloths according to weight, and this is the



only additional grouping it attempts. No classification, divided first into all-wool and mixed goods, and second according to weight, is possible in the United States, for the reason that in neither the all-wool group nor the mixed goods would the weight of the goods be an absolute or scientific standard of classification.

This fact has been proved by the Philadelphia investigation. Every test there made justifies the statement that there is no relationship between the weight of goods and the value of the fabric or the cost of its manufacture.

To illustrate, the samples contained a clay diagonal weighing 11.6 ounces per square yard, costing  $39\frac{1}{2}$  cents per square yard, and another clay diagonal weighing 12.5 ounces, costing abroad  $\$1.66\frac{1}{2}$  per square yard. This comparison is an extreme case; but it illustrates the fact, well known to manufacturers, that there may be a difference of over 100 per cent in the value of goods the weight of which is practically the same. A tariff adjusted on the weight theory to meet such conditions would permit the manufacture of one quality of goods of a given weight, and forbid the manufacture of the higher qualities. Such a tariff would be quite as bad in its effects as excessive undervaluation under an ad valorem tariff.

This may be further illustrated by dress goods. All-wool dress goods of the identical weight per square yard and made of the same counts of the same quality of yarn, may vary greatly in value, according as they are plain woven goods or Jacquard made, the complexity of the weave constituting in many instances the chief factor in cost. A rate of duty high enough to prove adequately protective upon the latter class of goods would be unreasonable and unnecessarily high upon plain woven fabrics of the same weight.

(3) A classification by weight, based upon the French schedule, being thus out of the question, the next resort was to the plan of the American cotton-goods schedule, in which the number of threads to the square inch, counting both warp and filling, in addition to the number of square yards to the pound, is taken as a basis for the assessment of duty. The number of minute classifications thus introduced into the cotton schedule results, in the act of 1894, in establishing no less than eighty-nine different rates of duty upon cotton cloth alone, omitting all yarns, knit goods, and fancy fabrics, like chenilles.

That such a schedule would be feasible for worsted dress goods, the value of which is largely dependent upon the number of threads to the inch, irrespective of weight, is not disputed, although the question has not been carefully tested. It is in the cloth schedule that the largest amount of undervaluation exists, and the work has been directed to ascertain if the scheme could be applied here.

It was a question susceptible of easy demonstration whether a duty based upon the number of picks per square inch or upon the number of threads, counting both warp and filling, would bear equitably upon woolen and worsted cloths.

The actual fact was found to be that there is no fixed relationship between the number of picks per inch or the number of threads, counting warp and filling, and the value of the fabric and cost of manufacture. To illustrate: Two clay diagonals were found, each containing 148 threads to the inch, one invoiced at 39 cents and the other at 69 cents. A fancy worsted suiting and a light worsted overcoating were found, each valued at  $\$1.10$  per pound, in one of which were 245 threads per inch, and in the other but 115 threads, or less than half as many. These illustrations seem to settle the question beyond all dispute.

These two conclusions were found, upon actual test, to lead to a third, viz:

There being no fixed relationship between either the number of threads per inch or the weight per square yard and the value of fabric, no such relationship can be established by a tariff made up of a combination of the two elements.

This combination, when tested by the samples, resulted in variations as wide and as irregular as sprang from any assessment of duty based upon either of the two taken separately. For instance, it was found that in certain instances where the duty ad valorem on the basis of 50 per cent would reach 87 cents a square yard, it would under the proposed plan, adjusted as nearly as possible to a 50 per cent duty, equal only 42 cents per square yard. In another instance, where the duty at 50 per cent was equal to 19 cents, the duty under this combination ran up to 70 per cent.

In a word, it appears to be certain that under any tariff that can be devised, based upon either number of threads, or weight of goods, or both combined, the domestic wool manufacturer would be in a worse plight than he is under a purely ad valorem tariff, with all its possibilities of undervaluation.

Under such a schedule, adjusted to suit the needs of the fine goods, the cheaper grades would be burdened with a duty running far above 100 per cent in many instances; while if it was adjusted to meet the case of the cheaper goods, the duties on the finer goods would be so far below what they get on the present basis of 50 per cent, that it would be impossible to manufacture them in this country. The attachment of a small ad valorem duty, of say 15 per cent, to apply to goods over  $\$1$  in value, would in a measure obviate the trouble as to high-priced goods, but it would leave the low grade goods still subject to duties so high and irregular that the mere presentation of the plan would condemn it.



But there is another obstacle quite as serious; namely, the difficulty of administration. As the examining forces are now made up in the appraisers' offices, they can not be trusted to accurately ascertain classification by a careful count of threads, which is a most difficult task even for a trained expert. Indeed, some woolen fabrics are so closely felted that it is impossible to definitely ascertain the number of threads per square inch. It may be said, in answer to this objection, that all cloths of this description, highly finished and closely felted, are expensive cloths, and would naturally be subjected to the highest rates of duty. Having determined the number of threads to the inch which should constitute the dividing line, all goods above that line would fall into one category, with the highest rate of duty, without any necessity for counting the threads, beyond the ascertainment of the fact that their number was sufficient to fix the goods in that category.

There is a certain uniformity about cotton goods, after the first rough classification has been made, which renders an iron-clad schedule, automatically uniform in its application. In woolens, on the other hand, the variety of the goods made, which may be generically included under the term "cloths," is so enormous that it becomes exceedingly difficult to hit them all with rates of duty so adjusted that they will be equally just to all. The fact that it had never been done was not in and of itself any evidence that it was impossible of accomplishment; and hence the necessity for this investigation.

It is not necessary, in this connection, to enter with great detail upon the consideration of the applicability of a specific duty to other groups of woolen goods. It may be taken for granted that if the problem can be solved for cloths it can be solved for all other varieties, including flannels, blankets, and carpets. With reference to clothing, as also braids, etc., no other method of assessing duty than that contained in the McKinley Act seems feasible. It is the same as is applied in the cotton schedule. In knit goods the difficulties of applying a specific tariff exclusively are obviously insuperable.

## WOOLEN RAGS AND SHODDY.

(Paragraphs 279 and 685.)

### STATEMENT OF MR. THOMAS SAMPSON, OF WATERVILLE, ME.

THURSDAY, *January 7, 1897.*

Mr. SAMPSON said: Mr. Chairman and gentlemen of the committee, I appear for one of the smaller mills not represented by any committee, nor by such an accomplished gentleman as we have just listened to. There are many such here in this country and their representatives are not here and will not appear. I am very glad to say that to many things we have listened to, I entirely concur. Some things, however, I do not. I will say we had the cold shivers going up and down our backs as we listened to Mr. Justice tell of the possibility or probability of the time when the last of Mary's little lambs had been skinned and eaten and sheep had become as extinct an animal as the buffalo. I could not quite complete that picture without thinking of Uncle Sam's white squadron and wondered what had become of it. I supposed they had met the enemy and some had gone to the bottom and the others were behind Long Island skulking away. That is a very improbable story, but continue such a condition of things as we have had in the last three or four years and the last American card and loom will be stopped without any question.

The American mills, as we have been told, suffer horribly from the condition of things. On the line of an important railroad, perhaps the most important railroad in this country, in a few manufacturing towns, there are over thirty mills to-day entirely stopped, and it is only to continue this sort of thing when, as I have said, the very last of them will be all stopped together. I was passing down Worth street some years ago and went into a large auction sale being held by one of the dry-goods houses there, and the owner of the goods made an address to the audience and said to them, "I have a favor to ask of you, and



that is be sure to make your bids low enough." Now, I think that this committee has a very intricate and difficult task before it. If you put the tariff too high, you may injure the industry just as much as if you put it too low. The distinguished author of the bill under which we are now working, when at last the triumphant day for him came, I believe said something like this, "We have knocked the stilts from underneath the woolen mills," and assuredly he did. I hope we shall have no stilts put underneath us, but let us walk on the ground, where we can sit down gracefully, whereas if we were on stilts we might fall down.

I am perfectly willing to go ahead and leave the difficult matter of the adjustment of the tariff to this distinguished committee here, but I want to say a word with reference to a subject that has been broached and concerning which I believe many perhaps may be in ignorance. We were told every pound of rags imported into this country supplanted a pound of American wool. Well, that is entirely a mistake, because the rags in the process of manufacture lose very much, and it would be much nearer true if it had been stated that it takes 3 pounds of rags to supplant 1 pound of wool, and then we were told what a horrible thing this shoddy was. Now, the gentlemen here, if they will consider a moment, know well that it is impossible that the inhabitants of this world shall be clothed in a fiber that has only been worn once by the sheep. We must fall back and take advantage of these waste products. Many years ago some ingenious inventor in a town of Yorkshire, England, conceived the idea that he could prepare machinery that would reverse the operation of the loom, which took the rags to pieces, undoing what the loom and the spinning frame and card had done, and brought the fiber back to its original condition. That is shoddy.

Now let me tell you what mungo is. We may trace its history very briefly. A dude has a nice coat and a handsome suit of clothes. He wears it a little while and takes it off, but concludes he is spending too much money to give it away, and therefore it goes into the hand of an old-clothes dealer and he buys it. Next comes the clerk perhaps, who has a large family with a small income, and he wears it awhile and then it goes to the laboring man, and then on until at last it comes to the tramp, and by and by the poor tramp dies in a lodging house or dies in a ditch. Even then that suit of clothes is not flung away. There is some value to it. That is mungo. That is the disease-filled garment that none of us American manufacturers wish to make. What we want is the original fiber, uninjured by wear, properly prepared, mixed with wool, to produce clothes that the workman and poor man can buy.

Now, I have got here some samples of what some of these gentlemen would say was shoddy. It is not shoddy. Those are rags. These rags were obtained in a tailor store in this city this morning. This is pure wool; there is no disease there. They should not be wasted. We are living in an age one of the glorious things about which is that nothing is wasted. We take refuse from the gas works and make these beautiful colors which rival the flowers. I think it is a great achievement and a great invention, and I say to you that these rags are too valuable to waste. Moreover, they are indispensable. There is not wool enough grown now to make the cheap fabric. They must be used. Now, the country to-day is in an impoverished condition. Three or four years ago, I take it, the workman, who is a large consumer of goods, had \$3 in his pocket where to-day he has but 50 cents. If you make this tariff so high that the workman has to pay \$12 for clothes,



when he can get a suit of clothes to-day for \$8, there would be such a feeling of opposition that the bill will not last. And all we want is that this committee give a bill that will stand and not be changed again every two or three years.

Mr. TAWNEY. What does this shoddy cost per pound when you buy the rags?

Mr. SAMPSON. About 6 cents a pound.

Mr. TURNER. Those are tailor's scraps?

Mr. SAMPSON. Yes, sir; they are called "new clips." They are made abroad, of course, in much larger quantities than in this country. The city of Berlin does the cloak making for the world. They produce these rags of elegant material, and they are carefully put up, and I want to say the introduction of these rags will not diminish the consumption of American wool.

Mr. EVANS. You do not mean to say that all shoddy is made of clean rags like that?

Mr. SAMPSON. No, sir; I mean to say the old worn-out garments are, used to a certain extent, in the very lowest class of clothing.

Mr. DOLLIVER. What do you suppose that is made of [showing sample]?

Mr. SAMPSON. That is very largely what is called mungo. That is made at Batley, England.

Mr. DOLLIVER. It is a foreign piece of goods?

Mr. SAMPSON. Yes, sir. There is an immense quantity of it made, and you must remember it is poor material——

Mr. TAWNEY. To what extent is mungo used in this country?

Mr. SAMPSON. I think mungo is not very largely used in this country, but there are one or two concerns which do use it, but not many. They are the poorest kind of rags, worth perhaps less than a cent a pound, and it only goes into that kind of cloth, such as heavy overcoating.

Mr. TAWNEY. Are a great many pounds of that kind of rag imported?

Mr. SAMPSON. I do not know whether there are or not, but I think not. I do not think they import any of those. There are a great many of these clips imported and those are the kind of rags I am interested in. What I want to say is this, I believe in a duty for the American farmer which shall enable him to raise sheep to give his wool, but I think we must continue to produce—the public have once tasted it and found it is impossible to give them a reasonably priced garment—I think we must in the future, as well as in the last year or so, continue to give good serviceable cloth for a little money.

Mr. PAYNE. If this country should use about all the mungo and shoddy we produce here, do you not think we are saving our share of it and let the others take care of the others?

Mr. SAMPSON. The difficulty about that is they are not clipped so carefully or graded as they are abroad.

Mr. PAYNE. It might encourage that industry.

Mr. SAMPSON. Give them a duty—put a duty on rags—but, gentlemen, do not put 10 cents on rags or shoddy. If you do, those of us who are running these smaller mills, using more or less shoddy in some grades, will be no better off than before.

Mr. TAWNEY. Why is it you will be no better off? Because you can not compete with the larger establishments in the manufacture of pure wool?

Mr. SAMPSON. Somewhat; and the difficulty is in arranging this tariff the worsted manufacturer would not get the benefit of it, and other concerns have none whatever. You want to run cards up and down the



hills and dales of the whole United States and not simply the large corporations in one or two cities.

Mr. EVANS. What proportion of the shoddy manufacture in this country is made out of tailors' scraps?

Mr. SAMPSON. A very large proportion.

Mr. EVANS. But what proportion do you say?

Mr. SAMPSON. A very large proportion. That is the only shoddy I buy. It should not be called shoddy. It is a mistake to call it shoddy [exhibiting same].

Mr. EVANS. You say a very large proportion is made out of tailors' scraps. What proportion of shoddy is made out of worn-out stockings, etc.?

Mr. SAMPSON. There are some grades of stockings made of pure worsted yarns, which make a very valuable shoddy indeed. It is almost like the original fiber, and they are clipped on the other side, washed, and put in bundles, and it is perfectly clean and wholesome and makes very good stock indeed.

Mr. EVANS. To what extent do you think the price of clothing in this country has been affected by the use of shoddy in manufacture?

Mr. SAMPSON. Oh, very much indeed. The price of clothing within the last three or four years has dropped nearly 50 per cent.

Mr. EVANS. And a large part of it is to be attributed to the use of shoddy?

Mr. SAMPSON. It is virtually impossible to make these low-priced goods without the use of shoddy, and still more so if you put a high tariff on them.

Mr. WHEELER. You say the tailors sell these scraps at 6 cents a pound?

Mr. SAMPSON. They would not get as much as that. That is after the profit of the collector.

Mr. WHEELER. It contains washed wool worth about 30 cents?

Mr. SAMPSON. For that you have in your hand it is worth more than that.

Mr. WHEELER. That is only equal to about one-fifth of the actual cost of the wool?

Mr. SAMPSON. That is right.

Mr. WHEELER. And what proportion of the cost of the clothing? What is the cloth worth per pound?

Mr. SAMPSON. And that has a great variety of prices. That cloth to-day would probably sell for \$1.50 to \$1.75.

Mr. WHEELER. So they only get 6 per cent of the value of the cloth and about 20 per cent the value of the wool?

Mr. SAMPSON. It seems so.

Mr. WHEELER. And it is perfectly clean and never has been worn?

Mr. SAMPSON. Here is a piece of cloth put, say, on this table, and the tailor places his pattern on it and takes his shears and cuts it. He selects this to make a coat for the President-elect, and the other is flung in his bin. Who discriminates between the two? Why should one be called more worthless than the other, as far as the material is concerned?

Mr. McMILLIN. I understand you to say as a result of the improved methods of manufacture, and I presume in part, too, of the reduction of duty on wool, so that the material is obtained more cheaply, that the price of woollen goods has fallen about 50 per cent?

Mr. SAMPSON. More than that; it is really half price.

Mr. McMILLIN. It is about one-half the price it was under the former régime?



Mr. SAMPSON. Of course it is too low, and nobody can live under the present prices. We want it a little higher, but we do not want it so high that men and women of this country can not buy clothes.

Mr. McMILLIN. Have you any statistics showing the value and production in the United States of wool and woolens?

Mr. SAMPSON. No, sir. Mr. North will have to give you those statistics.

Mr. TAWNEY. To what extent are small mills in this country engaged in manufacture of cloth from these tailor scraps?

Mr. SAMPSON. Very largely, sir. The mills in Maine all use it. In fact there are very few mills in this country large or small that do not use more or less of it. The great corporations use it.

Mr. TAWNEY. To what extent are the smaller mills of this country engaged in the manufacture of clothing from wool?

Mr. SAMPSON. I should think they were using, perhaps, half wool and half shoddy, on the average.

Mr. TAWNEY. All the smaller mills?

Mr. SAMPSON. Pretty generally; yes, sir. It is a very large industry, and if you increase the price on shoddy the price of goods will go up so much that I am afraid the business will not be good.

Mr. WHEELER. Can you use shoddy in making worsted goods?

Mr. SAMPSON. No, sir; you can not. Worsted goods are all short fibers combed out.

#### STATEMENT SUBSEQUENTLY SUBMITTED BY MR. SAMPSON.

##### COMMITTEE ON WAYS AND MEANS:

The Vassalboro Woolen Company is engaged in the manufacture of wool suitings, overcoatings, and cloakings, and is the largest woolen mill in the State of Maine. The depression that followed the passage of the Wilson bill compelled a change of fabric. It was found impossible to meet foreign competition with goods made as prior to 1892; the needed assistance came in the use of better grades of foreign wool rags, in combination with American wool. Its specialty now is cheap clothing for people in moderate circumstances.

Having once enjoyed the economy of cheap yet serviceable goods, agreeable to the taste and according to the prevailing styles, this people will very reluctantly take to more costly fabrics; some years must elapse before the country has the supply of ready cash it possessed previous to 1892; there will therefore be a continued demand for goods at or near present prices, and if opposition to a revised tariff is to be silenced goods at moderate cost must still be obtainable.

Such goods can not be made with domestic wool increased in volume and cheapened in price with domestic rags alone.

It is a fact that the world can not be clothed by the fiber that has only been worn once by the sheep, hence the absolute need of the use of woolen rags. A duty that will exclude foreign will enhance the price of domestic rags and enormously increase the cost of clothing. If such goods are not manufactured here they will (as in the past) be imported, and thus compete with the American laborer, manufacturer, and wool-grower.

It is well known that certain rag dealers have accumulated large stocks of woolen rags, and are now advocating a prohibitory duty for personal gain. Exclude foreign wool rags and a large consumption of domestic wool will cease, because these fabrics will be made abroad.

All the mills in this country can not be engaged in the making of



high-cost woolen cloth, nor is it desirable they should. Believing, therefore, the exclusion of foreign rags by a high duty will shut us out of a profitable branch of our business, and result in a diminished demand for domestic wool and American labor, we respectfully submit that a duty not to exceed 2 cents per pound be the rate under the tariff now engaging the attention of the Ways and Means Committee.

Respectfully submitted for the Vassalboro Woolen Company.

THOMAS SAMPSON, Jr.

# STATEMENT OF SIGMUND MUHLHAUSER, OF CLEVELAND, OHIO.

THURSDAY, *January 7, 1897.*

Mr. MUHLHAUSER said, Mr. Chairman and gentlemen of the committee, I wish to say just a few words which I have incorporated in a brief which will be filed with the committee for its consideration. There is a great error in the consideration of shoddy, and the main point of my speaking now is to ask you not to prohibit the importation of foreign wool stock, wool rags, etc., which has taken effect since 1894. The reason we did not import them up to 1894, or rather one reason, was that the McKinley bill had 10 cents duty on them, and another reason was the manufacturers of this country were manufacturing and producing waste material sufficient for the industry in this country. The manufacturing mills were forced to close up on account of the imported goods being sold for less than they could produce them, and the woolen manufacturers of this country have not made as many goods as heretofore, have not produced as much yarn waste, so-called headings, and the cutting mills did not make the cuttings which was the raw stock for the shoddy manufacturers of this country. As Mr. Sampson stated, the word "shoddy" has been used since 1865—just about that length of time.

In Europe where the stock was made prior to having been manufactured here they called it in Germany "kuntswael." It has been known as manufactured wool, reclaimed wool fiber by scientific processes, and in this country they call it "shoddy." At the time of the civil war they were making what has been shown here as mungo to put into blankets used in the Army, and which the soldiers and a great many others termed "shoddy." The meaning of the word "shoddy," if I may be permitted to state it, is an article represented to be something which it is not. It is a misrepresentation. The shoddy manufacturer of this country does not misrepresent his goods. The man who buys them does not buy anything which is misrepresented any more than the rubber manufacturer all over this country finds the sources for his raw material in the gathering up of old rubber material cast off.

Mr. DOLLIVER. Does not the fellow who buys it to wear sometimes get left?

Mr. MUHLHAUSER. Buys what?

Mr. DOLLIVER. Buys shoddy.

Mr. MUHLHAUSER. Gets left on what?

Mr. DOLLIVER. Does he not sometimes buy it on the supposition it is pure woolen cloth?

Mr. MUHLHAUSER. No, sir.

Mr. STEELE. I never knew that I slept under shoddy blankets until this minute, and I feel outraged.

Mr. GROSVENOR. Does anybody hang up a new suit of clothes and put a label on it "made out of shoddy"?



Mr. MUHLHAUSER. No, sir; there is no one who hangs up a suit of clothes and says that it is made out of shoddy when it is not.

Mr. DOLLIVER. I never heard of a merchant asking a man if he could sell him a suit of clothes made out of shoddy.

Mr. MUHLHAUSER. I never heard one say so.

Mr. DOLLIVER. But it is demonstrated that a large part of the clothing is being put on the market under the guise of wool clothing which is shoddy, and the man who buys it gets swindled on it.

Mr. MUHLHAUSER. They call it shoddy, but it is not shoddy.

Mr. DOLLIVER. But it is marked "all wool," and sometimes it is stated "it is a yard wide."

Mr. MUHLHAUSER. I am not here to help that. I am willing to answer any questions. What we ask is that we have heretofore been using up these new cuttings and clippings and raw material which we got here, produced by the prosperity of the American manufacturers.

Mr. STEELE. By the ingenuity of the American manufacturers?

Mr. MUHLHAUSER. No; by the prosperity of the American manufacturers.

Mr. TAWNEY. If we restore that prosperity your home market would be supplied?

Mr. MUHLHAUSER. Then we would have all the supply we needed.

Mr. TAWNEY. Then you would not need to import?

Mr. MUHLHAUSER. Not a particle, but for the present time the demand for a conservative moderate priced goods compels us to use economic principles of reproducing, in a form that the wool originally had, all the waste produced by woolen mills, spinning mills, and also the merchant tailor's dress goods, cuttings, etc., for the use of the manufacturer. It is a necessity. And it is a vast industry established in this country which no law can abolish. No law can abolish the reclaiming of the wool fiber from the waste material any more than you can stop the rubber manufacturer from gathering up the old rubber, or a foundry from recasting scrap iron into other forms of iron. It is the same principle.

Mr. RUSSELL. Where are your factories located?

Mr. MUHLHAUSER. In Cleveland, Ohio, sir.

Mr. RUSSELL. Is it quite an extensive plant?

Mr. MUHLHAUSER. It is quite an extensive plant, the largest mill of its kind in the world.

Mr. RUSSELL. Employing how many men?

Mr. MUHLHAUSER. We are employing 700 hands with an average pay roll of about \$12,000 a month.

Mr. GROSVENOR. What do you mark or label your goods you put up?

Mr. MUHLHAUSER. Our goods are not marked or labeled. We produce it in the shape of wool. I hoped to have had samples here this morning, but they did not arrive.

Mr. GROSVENOR. You do not make it into cloth?

Mr. MUHLHAUSER. We do not have a loom or spin it. We simply furnish this stock to the wool manufacturers of this country. Our customers are all the vast woolen manufacturers you have before you here to-day. That is my trade. [Laughter.]

Mr. WHEELER. Any worsted manufacturers?

Mr. MUHLHAUSER. I include in that the manufacturers of good worsted goods. There is not one of them who can afford to produce a piece of worsted goods for winter wear and put in the backing of it new wool so called, wool that has only been on the sheep before but once. He can not afford to back the fine worsted facings and sell them in



competition in the American market to-day without using the reclaimed fiber for the backing.

Mr. DOLLIVER. Could they do that prior to 1894?

Mr. MUHLHAUSER. I think they could.

Mr. McMILLIN. They demand your goods for admixture with fresh wool?

Mr. MUHLHAUSER. Yes, sir.

Mr. McMILLIN. And the manufacturers of fine woolen goods buy it from you for that purpose?

Mr. MUHLHAUSER. Yes, sir; and mix wool with it. We used in the year 1891 some 700,000 pounds of raw wool, averaging between 65,000 to 68,000 pounds of Ohio, Indiana, and Pennsylvania wool per month. We imported and used these "tops" shown here yesterday, otherwise known as "broken tops," on which we paid a duty of 33 cents a pound and used it in with the new clippings, and we were selling our stock at from 37 to 38 cents per pound, about the selling price the farmer is getting to-day for his raw wool. I hoped to have had some samples here to-day. We are selling some shoddy to-day averaging 22 to 23 cents a pound, which at that stage has a shrinkage of 20 per cent. Every woolen manufacturer knows when he buys the stuff it has a shrinkage of 20 per cent, and in his process of manufacturing he has again a shrinkage of about 10 per cent.

Mr. TURNER. What was the consumption of shoddy under the McKinley Act as compared with the consumption of shoddy under the present law?

Mr. MUHLHAUSER. That was stated in a way by Judge Lawrence yesterday morning, that a certain mill in Cleveland, a competitor of ours, had run night and day during the McKinley Act, but during the free raw material they were unable to run but one or two days a week. We are not manufacturing to-day.

Mr. McMILLIN. That is a manufacturer of shoddy material, is it?

Mr. MUHLHAUSER. Yes, sir.

Mr. GROSVENOR. What effect has it had upon you?

Mr. MUHLHAUSER. To take off the tariff? The same effect. We have not sold near as much in money value or near as much in pounds as under the McKinley bill.

Mr. GROSVENOR. Is not the explanation of that because the great importation of these goods to all manufacturing establishments in the country has made it unnecessary for the manufacturer to buy your goods?

Mr. MUHLHAUSER. That is true.

Mr. DOLLIVER. You flourished under the McKinley bill?

Mr. MUHLHAUSER. Yes, sir.

Mr. DOLLIVER. What objection have you to restoring the McKinley rate on shoddy and this waste material?

Mr. MUHLHAUSER. No objection at all. I want as much duty as you can put upon woolen goods and I want as much duty as you can put upon wool, as far as I am personally concerned.

Mr. McMILLIN. I will get you to state whether the high rate on wool tends to make necessary the use of your commodity—if it is more prosperous?

Mr. MUHLHAUSER. If a high rate on wool would make a better business for us?

Mr. McMILLIN. Whether it would make a better business for you. If it puts your manufactures into the market more readily than if you have free wool?



Mr. MUHLHAUSER. Yes.

Mr. McMILLIN. I will get you to state whether the use of free wool supplants your industry with the manufacturer when the wool is admitted free?

Mr. MUHLHAUSER. Not at all.

Mr. McMILLIN. Does it have any tendency to reduce the consumption of it?

Mr. MUHLHAUSER. Not at all.

Mr. McMILLIN. The manufacturers demand your product whether the tariff is one rate or another for the purpose of mixing with the wool?

Mr. MUHLHAUSER. That is so, sir.

Mr. McMILLIN. Have you any objections to filing a list of those who are your customers here?

Mr. MUHLHAUSER. No, sir.

Mr. McMILLIN. Will you please do it?

Mr. MUHLHAUSER. When I make up my report I will file a list, and I will also file letters from these same manufacturers, some of them, who will state that a duty of 2 cents a pound on rags which are of an average value of 6 cents a pound is a plenty. In the first place, according to the statistics as given here, the amount of imports covering this cheap waste, noils, rags, and shoddy, amounted in the neighborhood of 2,000,000 pounds up to June, 1896, for the fiscal year. We assume that half of that was rags, making a valuation of one and a quarter millions of imported rags which we are willing to pay to the United States Government—\$450,000 revenue—otherwise 33½ per cent. That is what we want. We do not ask for the free importation of these rags, because they are better material than we can pick up here.

Mr. TAWNEY. You import those rags?

Mr. MUHLHAUSER. I do not import them, but I buy them from importers.

Mr. RUSSELL. Do you say you advocate a duty of 2 cents a pound on rags?

Mr. MUHLHAUSER. Yes, sir.

Mr. RUSSELL. Do you think that is proper?

Mr. MUHLHAUSER. I think that, or 2½ or 3 cents.

Mr. RUSSELL. I would like your opinion on that. What is your idea?

Mr. MUHLHAUSER. I think 2 cents would be a good duty on a 6-cent basis.

Mr. GROSVENOR. Do you make this stock all alike?

Mr. MUHLHAUSER. No, sir; we have to-day 2,400 different kinds of material which we are producing, 2,400 different grades and qualities.

Mr. GROSVENOR. In the best of it what per cent of hitherto unused wools do you put in?

Mr. MUHLHAUSER. Not over 87½ per cent.

Mr. GROSVENOR. And on the worst?

Mr. MUHLHAUSER. It would cover all—

Mr. GROSVENOR. Rags?

Mr. MUHLHAUSER. Rags.

#### ADDITIONAL STATEMENT FILED BY MR. MUHLHAUSER.

CLEVELAND, OHIO, *January 5, 1897.*

The word shoddies is used erroneously to designate reclaimed wool, otherwise known as wool stock. In order that there may be no chance for the foreigner to smuggle into the United States a material otherwise



known as wool stock, we suggest to you that the words "wool stock" be used in place of the word "shoddies."

We submit to your honorable body a number of samples representing manufactured wool stock, which under previous tariff bills was designated as shoddy. It will do no harm to incorporate the words "wool stock" in the tariff bill which is about to be framed. On the other hand, it will save the Government a great deal of annoyance and expense in determining a product hitherto known as shoddy.

We also submit for your consideration a sample of rags (marked dark merinos) known as "merinos" in their natural state, not having been subjected to any manufacturing process. Also a sample (marked extracted dark merinos) of the same material, which has been subjected to a manufacturing process known as "carbonizing."

We ask you to place such a duty on the rags which have been submitted to a carbonizing process as will protect American manufacturers. We consider that a duty of 5 cents per pound is ample protection, and still not prohibitory. On the rags which have not been submitted to a manufacturing process we ask that you place a duty of 2 cents per pound, which would be ample protection to the American industries and still not prohibitory.

The question will arise before you, Should we not try to prohibit the furthering of the industry of reclaiming wool fiber in the interest of the woolgrower? In answer to this, we say that it might also be asked of you to prohibit the gathering of old copper, brass, zinc, iron, and rubber in the interest of the miners and producers of the aforesaid materials. You will readily see that to check an industry which is working on lines of economy is impossible.

The reason that we ask you to place a protective tariff, as well as a tariff for revenue, on foreign rags, is this:

First. On account of the mills of this country not having been prosperous in the last two years, they have manufactured very little goods, the waste of which was our raw material.

Second. The American people have not been prosperous in the last two years, and have not used as much clothing and woollen material as they otherwise would, the waste in the manufacture of which was also a source for our raw material.

Third. The large demand for moderate price, servicable goods has been increasing in the last two years, hence the greater demand for reclaimed wool.

Fourth. We find that it is possible to import from Europe a good quality of our raw material, known as rags, inasmuch as the European mills have been kept very busy during the past two years.

Fifth. As soon as a new tariff bill shows its effect on American industries, the foreign mills will not produce any more raw material for manufactured wool stock than they will be able to use themselves, thus the demand of the foreign mills will not alone keep the foreign raw material abroad, but will also create a demand for American rags, which, by the way, some grades are being shipped abroad in large quantities at present.

Judge Lawrence has stated to you that the manufacture of wool stock demands in combination with the rags a large amount of domestic wool. We wish to state that while this is true, the manufacturer of woollen goods who is the purchaser of manufactured wool stock also uses a large amount of domestic wool in combination with the same. If a prohibitory duty should be placed on woollen rags, the price on the same would drop on the other side, thus enabling the foreign manufacturer



of woolen goods to buy his raw material much cheaper than we could here, and successfully compete with the American manufacturer of woolen goods.

Every manufacturer of woolen goods who uses any economy whatsoever will use up the waste material produced in his mill. Should this waste material be in such a condition that it necessitates the special process of preparation, he would send his material to the manufacturer of wool stock to be thus prepared and returned for his use. Should the manufacturer be fortunate enough to be able to dispose of this waste at a moderate price, the manufacturer of wool stock will purchase it and after preparation sell the same to some other mill. This is what is now termed the "manufacture of shoddy" which is erroneous, and should be termed the "manufacture of wool stock."

With the expectation that this matter will receive due consideration and that the ideas suggested in the foregoing will be carried out by your honorable body, we remain,

THE F. MUHLHAUSER COMPANY.  
SIGMUND MUHLHAUSER,  
*General Manager.*

**STATEMENT SUBMITTED BY S. RAWITSER & CO., OF NEW YORK,  
IN BEHALF OF THE WOOLEN RAG INDUSTRY OF THE UNITED  
STATES.**

NEW YORK, *January 11, 1897.*

COMMITTEE ON WAYS AND MEANS:

The use of the word "industry" as applied to the manipulation of a commodity known as woolen rags, so often vulgarly referred to, may call forth laconic remarks from those unacquainted with the facts bearing upon the subject. It is therefore intended in this paper to summarize the many details connected with it, the close relation into which it is brought with the people at large, and the grounds upon which it prays for the passage of an act of Congress placing a duty upon all woolen rags imported into this country.

The use of woolen rags in the manufacture of woolen cloths became general in the United States almost half a century ago. Long before that time European nations had manipulated them and reclaimed the fibers of wool contained in them, thus making use of what had theretofore been thrown away as of no value.

In its early stages, the woolen rag industry was of necessity confined to very narrow limits here; the use of its wares not yet beyond the experimental stage, as applied to the machinery then in operation in this country; and the possibilities of producing merchandise of great commercial value by the numerous processes to be invented as the demand arose, one of the unexplored fields of the future.

The demand for a class of woolen cloths for the masses of a quality less expensive than those theretofore produced and obtainable within their limit of expenditure, enabling them to be properly protected against the severities of our climate, has kept pace with the growth of our nation, and with the increase of its industries.

It is this demand that has spurred the inventive genius of the mechanic to create the machinery which reclaims that which had been wasted; of the chemist to purify; of the skilled laborer to manipulate, and of the competent manufacturer to produce that which has been a boon to the people at large—woolen underwear, woolen socks, wool



hats, woollen clothing, everything, in fact, into which wool enters as one of the component parts, of good quality and at small cost.

This same demand has brought into being the woollen rag industry; has served to establish in our commercial world an army of workers in an enterprise than which none can claim to be more legitimate.

It may be erroneously assumed that what are here referred to as woollen rags are such as are gathered in the streets of the city by a class of people who are supposed to have no particular calling. To show that this is incorrect, it need only be stated that such material, being of the lowest order and the poorest quality and condition, has found such limited use and been of so little commercial value that it is almost an unknown and has been an unimportant factor in the market for many years past. Its intrinsic value is so far reduced as to render it of no use excepting in the very lowest grades of manufactured goods, the production of which had been greatly curtailed and limited prior to the passage of the present tariff act.

The great mass of people who here appeal to you for protection constitute a far different class. In every town, in every city, in every corner, however remote, throughout the United States, may be found the vendor who goes from street to street and from house to house, gathering by purchase the woollen rags no longer of use in the household. He likewise gathers the cotton rags, in many instances combining other branches of business with those referred to. These gatherings are accumulated by him and disposed of to a larger dealer. In some cases he is only an employee of the larger dealer. The larger dealer employs labor to sort and grade and disposes of them to the wholesaler at the centers of trade. This wholesaler employs laborers in very great numbers to assort, grade, and prepare his stock for the use of the manufacturer of woollen goods.

In every tailoring establishment throughout the land, in every place where clothing is manufactured, in every woollen mill where the piece goods are trimmed before being sent to market for sale, in every knitting mill where the whole garment is not finished in the machine that knits it, the waste cuttings of the woven cloths or knit fabrics are gathered by another class of dealers. These likewise employ laborers to sort and grade their wares. These, too, sell their graded stock in the large trade centers, where they are again manipulated by the almost numberless employees before being in condition to go to the manufacturer who uses them.

Statistics are not at hand to show the number of people employed in the manner herein set forth, but it needs no stretch of imagination to picture the many hundreds of thousands throughout the land.

Efforts are now being made to obtain signatures to a petition to your honorable body asking for a duty of 8 cents per pound on all woollen rags to be imported into this country in order to afford proper protection to those entitled to it. The task, however, has been found impossible of achievement within the limited time, but should it be the desire of the committee to see this petition efforts will be made to produce it within a reasonable time.

The grounds upon which protection is asked are:

First. The competition of a poorly paid and lower class of labor obtainable in foreign countries in every branch of the industry herein set forth.

Second. The inequality of the fixed charges and expenses necessary for the proper carrying on of the business of the several classes of larger employers of labor, as compared with the same charges and expenses of similar employers in other countries.



Since the passage of the tariff act now in force, this industry has been confronted with innumerable difficulties. The consumers of its materials, the woolen and textile manufacturers, have closed their mills for long periods, thus cutting off the legitimate demand. The great numbers engaged in the gathering of these materials have found themselves helpless to dispose of them. Employment has been taken from them, and the means of subsistence obtained in the pursuit of their business denied them.

During the stagnation the cost of gathering the stock in the first instance has been greater than the amount that could be realized by sale, and on this account greater quantities have been destroyed and lost to use. Millions upon millions of pounds of woolen rags from foreign countries, gathered by foreign laborers paid only a small proportion of the amount earned by similar labor here, have been brought here by "importers." So great has been this influx of foreign woolen rags since they have been put on the free list that the commercial value of the domestic gatherings has fallen 60 per cent below their normal value before the passage of the present law.

The class of traders above referred to as "importers" has sprung into existence only since the passage of this act. By them it will no doubt be argued, or suggested, that a lower duty than the one prayed for should be granted, so as to permit the competition of foreign nations to continue and thus keep prices down here. They may, in addition, urge that as a source of revenue the rate should be nominal, so as to admit of vast importations.

There are other phases of this question which at once suggest the inadvisability of a lower duty and almost recommend a prohibitive tariff on at least the lower grades of woolen rags.

It has never been denied that the supply gathered within the boundaries of our own land has been fully equal to the demand. It is indeed a fact that the supply has always, with possibly a single exception in an abnormal period, exceeded the demand.

It has likewise become known that the quality of the foreign articles imported in such vast quantities has been of a very low order (with certain well-known exceptions), and the condition of same decidedly offensive and a great menace to the health of our community.

Yet the manufacture on a large scale of a low order of cloths has been encouraged because of the low price at which this inferior raw material is obtainable. These goods have found a market because the temptation to obtain articles of wear at a ridiculously low cost has blinded the consumer (the purchaser) to the inferior quality of his purchase. These goods have supplanted the better qualities, for which the greater part of the machinery of our country has been designed and is adapted, and have been in this way one of the prime causes of the stagnation and depression from which the textile manufacturer has been suffering.

It is not the purpose of your petitioners to ask for a prohibitive tariff on this commodity.

If the rate prayed for be granted them, it will result in eliminating the dangers to our health by keeping out the lower grades complained of. It will compel the use of only the better and more desirable grades by our manufacturers. Despite the generally accepted statement that our production of domestic rags is vastly superior in quality and condition to the foreign, there is yet a certain percentage of inferior grades in our collections at all times sufficient to meet any legitimate demand for exceedingly low-priced manufactures. It will thus, perhaps, at an insignificant increase in the value of a suit of clothes or underwear,



enable our people to obtain vastly superior fabrics, and even this small increase will be soon eliminated by the internal competition of our domestic manufacturers, should they obtain the protection they so much need and desire.

If the rate prayed for be granted, it will enable our people once more to engage in the legitimate pursuit of gathering our own products and to recover from the miserable condition to which they have been reduced by this unjust foreign competition.

If this rate be granted, the value of the commodity would not be increased to the extent of the duty, but ultimately only a portion of it would be added to the cost. The market value of woolen rags has been and always will be governed by the market value of wool, for, after the processes through which rags are passed, they become a substitute for wool or a material for blending and mixing with it, thus enabling the production of good results at a reduced cost.

If therefore the rate prayed for be granted, none but the higher and more desirable grades of woolen rags could be imported with profit, and the lower grades would be consumed where they are produced. This would be no inconsiderable source of revenue should the woolen industries prosper. With prosperity comes the demand for better qualities, and thus the collection of duties at the rate proposed would become an important factor in the revenues of our Treasury.

Your petitioners therefore pray your committee to recommend to Congress the need of a duty of at least 8 cents per pound on all woolen rags to be imported hereafter. Even now our markets are being greatly overstocked by importations in excess of our needs, in anticipation of the passage of a law placing rags on the dutiable list. With all things favorable to this industry which general prosperity could bring, it would still have this great difficulty to surmount, and it therefore prays for such relief as will be accorded other branches of industry as to bonded-warehouse regulations.

All of which is respectfully submitted.

S. RAWITSER & Co.,

*On behalf of the Woolen Rag Industry of the United States.*

## WOOLEN RAGS DO NOT COMPETE WITH DOMESTIC WOOL.

NEW YORK, N. Y., *January 4, 1897.*

### COMMITTEE ON WAYS AND MEANS:

At the recent meeting held by the Woolgrowers' Association a resolution was passed favoring prohibition of imported woolen rags. The reason given was that they diminish the consumption of wool. In our opinion this is a mistake. That woolen rags ultimately find their way after certain processes of manufacture into woolen cloth is true, but not as a direct competitor of wool. The use of imported woolen rags by the woolen manufacturer enables them to use much more wool than they otherwise could, and supersedes many cheap substitutes which they might employ.

If we interpret the spirit of protection in its proper meaning we believe that the object is to protect industries within the United States from foreign competition. If a prohibitive duty be placed on foreign woolen rags it cheapens the raw material to the foreign manufacturer and thus enables him to compete successfully with the American manufacturer.

It is manifest that woolen rags do not compete with domestic wool, but increases the consumption thereof. Naturally woolen rags compete



with rag collectors and packers within the United States. Thus the competition being only with them we ask that a duty be imposed upon woolen rags sufficient to protect the rag collectors and packers within the United States in their industry.

The fact that rags are imported does not lessen the quantity of wool consumed, but gives to the woolen manufacturer an opportunity to draw certain of his supplies of raw material from other and better sources. This is proved by the very complete classification made by the European packers of rags.

By the use of this better class of foreign rags the American manufacturer is able to consume a large quantity of American wool which he could not otherwise do; it enables him to produce a serviceable fabric, giving clothing as cheaply as can be made abroad.

A duty of 2 cents per pound is ample protection, and is the simplest means by which the Government can obtain revenue of this particular commodity. By assessing such a duty the possibility of imports low-valued and undesirable grades of rags detrimental to public health will be prevented, but will not bar the manufacturer from receiving the better and more desirable grades of rags made in Europe.

We submit to your committee the fact that the total imports of all kinds of woolen wastes and rags in their various forms (which articles are all embraced in one classification by the Government) amounting during the fiscal year ending June 30, 1896, to \$2,651,237, according to the Government report. It is hardly probable that the total value of rags imported would exceed more than one-half of this sum.

Assuming the total value of imported woolen rags to be \$1,250,000, and estimating the average value as 6 cents per pound (which is about the value of woolen rags), the revenue to the Government, estimating a duty of 2 cents per pound, would approximate \$450,000. Is not \$450,000 ample for the manufacturers of this country to pay for the protection of the woolen-rag industry?

We most respectfully submit to your committee the following suggestions:

(1) That imported woolen rags are a necessity to woolen manufacturers in this country.

(2) That woolen rags be classed by themselves in the wool schedule and apart from all other materials in that schedule.

(3) That woolen rags be divided in two classes, to be known respectively as Classes A and B.

(4) That Class A shall consist of all kinds of woolen rags which have not participated in any manufacturing process, and shall be assessed 2 cents per pound duty.

(5) That Class B shall consist of any and all kinds of woolen rags that have participated in a process known as carbonizing, whether by the agency of acids or gases or any other known method of extracting the vegetable fibers from the woolen fabrics, and that rags under this class shall be assessed five cents per pound duty.

We submit the above to your committee in the hope that the same may receive your favorable consideration for the following reasons.

(1) To protect the American wool manufacturer from undue competition of foreign manufacturers.

(2) To protect the rag dealers of America in their labor of collecting and packing.

(3) To assist in raising revenue for the Government.

(4) To further assist the woolgrower by creating a demand for his wool to be used in conjunction with foreign woolen rags.



The foregoing is the result of full discussion of this subject at a meeting of the woolen manufacturers held in the city of New York January 4, 1897, and all of which is respectfully submitted.

F. SAMPSON, *Chairman.*

## MEMORIAL OF ROCHESTER, N. Y., DEALERS IN WOOLEN RAGS.

ROCHESTER, N. Y., *December 29, 1896.*

### COMMITTEE ON WAYS AND MEANS:

We, the undersigned, merchants and traders in woolen stock, consisting of woolen rags and substitutes for wool of every description, respectfully represent the need of placing a duty on woolen rags to be imported from foreign countries of at least 6 to 8 cents per pound, in order to protect the many thousands of laboring people employed in this industry.

Since the last revision of the tariff this industry has stagnated, and its vast army of employees have found themselves scarcely able to obtain a scant living. Since the repeal of the duty under the present tariff law the market value of the stock has so depreciated, because of the free and vast importation, and the competition of foreign countries has been so intense, owing to the low price of labor obtained there, that the industry is now and has been for some time past in a most deplorable state.

It has heretofore been the custom of laborers employed in gathering woolen rags to likewise gather the cotton rags in the various households throughout the country, but the depression in the cotton-rag trade has so far reduced the prices of their commodities as to make them unprofitable in many instances to gather. It was on this account that these laborers depended upon the woolen-rag branch of their business for a livelihood; but now this support has been withdrawn from them.

LEVI HEY,  
J. COHEN,  
GEO. R. COATES,  
D. HARRISON,  
MOSES COHEN,  
KLANICK FRANKEL Co.,  
J. HEILBRUNN,  
LIPSKY & ARONSON,  
B. LEVI & SON,  
*All of Rochester, N. Y.*

## SHODDY SHOULD BE PROHIBITED FOR SANITARY REASONS.

SHARON, MASS., *December 18, 1896.*

### COMMITTEE ON WAYS AND MEANS:

I would hereby most respectfully but earnestly petition that the duty on shoddy be raised to 30 cents a pound, as in the McKinley law. I do this for sanitary reasons as well as in the interest of honest manufacturers of woolen goods and the toiling masses of our country. The poor people of this country need protection from cheap shoddy entering into their clothing and other goods, as much as they need the protection of the expert building inspector who turns them out of their house which is likely to fall on them at any moment, or as much as they do the protection afforded by the expert chemist against adulterations of their food.



Our people have been swindled out of an unknown number of millions of dollars and an unknown amount of health by the importation of a hundredfold more than formerly of cheap, filthy shoddy at an ad valorem duty of 15 per cent, which means 1 to 2 cents a pound on an honest valuation. I believe there is a pressing need of a duty high enough to be prohibitory except on the best and most wholesome grades.

H. L. NARAMORE.

**STATEMENT SUBMITTED BY THE BASCH & GREENFIELD COMPANY, OF NEWARK, N. J.**

NEWARK, N. J., *December 30, 1896.*

**COMMITTEE ON WAYS AND MEANS:**

We beg to present the position of the shoddy manufacturing industry in this country for your consideration in formulating the new tariff bill, and wish to state:

1. That the manufacturing of wool shoddies, though maligned by those not familiar with the material, is a necessary and legitimate product, and is made of what otherwise would be a waste material, viz, woolen rags, tailors' new clippings, and the waste ends of woolen yarn and cloth made by woolen mills.

2. It enables the masses of working people to enjoy warm and serviceable clothing at low prices, and when worked in with a percentage of wool, makes a good-wearing and honest garment.

3. There is a mistaken idea among those not familiar with this product that it is cheap and trashy, and that the consumer would be better off if it were not utilized; but this is an error, as the better grades of shoddy are more valuable than the inferior grades of wool.

4. That this industry is enormous is shown by the fact that previous to the enactment of the Wilson bill the importation of woolen rags, etc., was less than 150,000 pounds per annum; whereas, in 1895, under the Wilson bill, the importations were over 20,000,000 pounds, this being the consumption in addition to the domestic stock, which exceeds this quantity many times over, so that the products of this industry amount to probably \$20,000,000 annually.

Under the McKinley tariff, shoddies were protected to the extent of 30 cents per pound, and placed in the same class as garnetted and carded wastes, carbonized noils, and carbonized wool; while it was necessary to protect these last-named articles to the extent of 30 cents per pound in order to prevent the importation of wools in a different form and under a different classification, to avoid the higher duties, shoddy and mungo, which are made exclusively of woolen rags, would be amply protected by a duty of 10 cents per pound, which was the rate for many years prior to the enactment of the McKinley bill.

Woolen rags were protected under the McKinley bill at 10 cents per pound, which duty was prohibitory. As this is a raw material, and its protection can not stimulate the production, all rags being collected and utilized whether protected or prohibited by a high tariff, and as there will be just as many people employed collecting, grading, and assorting domestic woolen rags even if the foreign stock is prohibited, and more persons employed in assorting and handling both domestic and foreign rags if the foreign stock is admitted at a moderate duty, we maintain



that the tariff on woolen rags should not be prohibitory, as its production can not be stimulated by any means whatever.

For these reasons we think that a duty of 3 cents per pound is more than ample to protect the domestic rag dealers, and their employees who assort rags, as that is the extreme cost of assorting and grading any quality of this stock.

A duty on rags will be a source of needed revenue to the Government, and no industry in this country will suffer; a prohibitory duty will prevent the consumer getting his clothing at as low price as formerly, yet protect no industry and yield no revenue.

For these reasons we would respectfully suggest that the tariff on shoddy and mungo be placed at 10 cents per pound, and also that the tariff on woolen rags be placed at 3 cents per pound.

THE BASCH & GREENFIELD CO.,  
CHAS. J. BASCH, *Treasurer*.

### AMERICAN RAGS THE BEST.

BOSTON, *December 24, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

Why should woolen rags from foreign countries be admitted into American ports to compete against our home production, which has always been more than enough for home consumption? We have had about three years' experience, and enough free trade on woolen rags to last us for the next century. The following explanation is not a theory with us, but of a practical knowledge from a business standpoint. Before the Wilson bill became a law all foreign woolen rags were kept out of this country by a duty of 10 cents per pound, but with the advent of the present tariff bill things have changed. We have ourselves imported 6,309,360 pounds of foreign woolen rags at an average cost of 11 cents per pound, amounting to \$694,000, and every dollar of it had to be paid and sent abroad in gold coin. Before this Wilson bill went into effect, instead of sending the money to Europe, we distributed same to our own dealers North, East, South, and West in our own country. Under the old tariff law we employed from seventy-five to one hundred hands, but since the Wilson bill became a law we found it to our personal benefit to have our rags graded in England, France, and Germany, thereby saving over half the expense on labor that it would have cost us to have the same quantity of rags graded in Boston. We were therefore compelled to reduce our pay roll nearly 70 per cent, thus throwing out of employment about three-fourths of our help who were trying to earn an honest living.

In Belgium and France the average pay for women, sorting and cutting rags, is 1 franc, or 20 cents per day; men earn 1 franc 30 centimes, equal to 27 cents, per day of fourteen hours hard labor, from 6 in the morning to 8 o'clock at night. In Germany the rag workers receive a little higher wages for the same number of hours as Belgium and France. The women earn 1 mark, equal to 25 cents per day, and the men 2 marks, or 50 cents per day. In these countries were it not that a man employs his whole family, children and all, to the neglect of education and the progress of civilization, it would be impossible for them to subsist upon these wages. In England the average wages of sorters is 1 shilling, or 25 cents per day, and in Canada \$2 to \$3 per week, while



here we are compelled to pay our women an average of \$6 per week and our men from \$10 to \$12. The only barrier that prevents this foreign cheap labor from crushing our industries is the tariff. Instead of sorting our rags, as we formerly did under the old tariff law, the cheap labor of Europe has entirely driven our labor from the field, and the only way to restore prosperity to the working class, and those employed in the woolen-rag industry of the United States, is to impose a duty on woolen rags and all grades of wool stock the same as we formerly had, as our experience has taught us so under the Wilson tariff act. We, as well as others, thought this Wilson bill would be a godsend to all interested in the woolen line, but we have had the experience, and a good lesson it has been for us, and one that we are not liable to forget as long as we live. Any other information you may desire we shall be glad to impart to you.

Foss & Co.

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BOSTON, *December 31, 1896.*

COMMITTEE ON WAYS AND MEANS:

We have learned since our previous letter that several foreign importers have circulated a petition claiming that 1 cent per pound on woolen rags would be sufficient duty for the protection of labor and the woolen rag industry of this country. To this we make the following protest:

We Americans are the largest producers of woolen rags in the world, and of the best rags. The American people do not wear their clothes as long as foreigners do; consequently the rags which are collected are not worn threadbare, for threadbare rags do not make good shoddy. To make shoddy successfully, the woolen rag of which shoddy is composed must be of good strength and fiber. If the rag is not so, the shoddy comes out in a rotten or tender state. Foreign woolen rags are not as strong as the American rag, nor does the foreign shoddy made of foreign rags contain the same strength in the fiber as the American shoddy made of American rags. In Belgium, Germany, and France, also England and Canada, the old woolen clothes that are cast off by the people are sold to those who make it a business to dye them over, use what they can for children's pants, caps, and slippers, and after they are again worn out are sold to the junk men. By that time, with what wear they have had, they become tender and make very poor shoddy. The people in Europe and Canada, when they discard their old clothes, which they can not sell to the second-hand dealers, sell them to the junk men, and are so patched up with different pieces of cloth that we have found it impossible at times to distinguish where the original cloth comes in. On the other hand, you take the American people. They do not wear their clothes as long as foreigners do; consequently we can get better and stronger shoddy from the American rag than from foreign. And now to the question of labor.

Under the present condition of the tariff we can take our rags here in Boston, ship them to London, and the cost of freight will be 10 cents per hundredweight. We can then have our stock put through the process of carbonizing and have it returned to us here at the same rate of freight, and the charges of carbonizing and handling would be one-half a cent per pound for doing same. Now, we will make a comparison for the same work done in this country. We will take the same rag and



ship it from Boston to Passaic, N. J.; the freight will be 18 cents per hundredweight, the charge for carbonizing will be 2 cents per pound, and the freight back to Boston will be 18 cents; total, \$2.36 per hundredweight; whereas the cost of same to Europe and back would only be 70 cents per hundredweight. There, again, labor and freight play the principal part.

Rags are collected by peddlers from house to house and are then sold to junk dealers and sorted, after which they are sold to the larger dealers, who again grade them and bale them, and they are again sold by them to all the large wholesale woolen-rag graders in this country, when they are again regraded into all colors and fineness, separately, and some are seamed. They are then packed up, all grades by themselves, and are then ready to be sold to the shoddy mill, where they again go through the process of regrading, so as to make sure that they are all right before they are placed in the carbonizing process. In order to be ready for the shoddy picker, the stock must be strictly all wool. After this is where the shoddy manufacturer's expense of labor comes in, and the cost for all this is more than the price paid for the original rag. This, again, is where labor receives the benefit. We have been in the business in this line for thirty-two years, and our father before us for twenty-five years, and have made it a life study and not a theory.

The foregoing is a representation of the difference between the cost of and labor on woolen rags between this country and Europe. The importers are petitioning your honorable body to impose a duty of 1 cent per pound on woolen rags valued at 6 cents per pound and under, and  $1\frac{1}{2}$  cents per pound on rags over that price. We most sincerely hope that your honorable body will not entertain such a proposition as that, for we think that nothing less than 5 or 6 cents per pound will help to revive the woolen-rag trade of this country, once prosperous, but now demoralized, and at the same time help our American laborers to earn decent wages compared with the pauper labor of European rag sorters. With the petition (such as these few woolen-rag importers, who have only sprung into existence since the present tariff bill went into effect) before your honorable body, compare it with our petition, with the knowledge that we possess, and have given you, of the woolen-rag industry, and the labor attached to it, the life-long experience and true business knowledge of the past fifty odd years of our family in this line. Weigh our petition and our experience carefully in the scale of justice, as we have full confidence in your committee to do justice where justice is required on so important a matter as this petition, where labor and home industries are at stake.

Foss & Co.

### A TAX UPON THE GARMENTS OF THE POOR.

DUDLEY, MASS., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

At your hearing Mr. Muhlhauser was quite willing to have a duty of 2 cents per pound placed upon woolen rags, just as all shoddy manufacturers are, but disregarding entirely the woolen manufacturer who makes his own shoddy, and whose raw material would thereby be taxed 100 per cent, while theirs would bear only about 12 per cent tax.

We inclose herewith bills of English rags to show you prices, and a small batch of samples of goods produced therefrom. These goods







## CHINA CAMEL'S HAIR.

(Free list, paragraph 685.)

## STATEMENT SUBMITTED BY MESSRS. ABBOT &amp; CO., MANUFACTURERS, OF GRANITEVILLE, MASS.

GRANITEVILLE, MASS., *January 7, 1897.*

## COMMITTEE ON WAYS AND MEANS:

I desire to advocate before the committee the placing of China camel's hair, seconds and thirds, under the same rate of duty as Russian camel's hair. The second grade of China camel's hair is used for carpet purposes and for press cloth for pressing cotton and linseed oil. The third grade is used for press cloth for pressing oil and for belts for driving machinery. The Russian camel's hair is used for the same purposes as China camel's hair, but is not as strong, and this is a most desirable quality for both press cloth and belts. In the practical working it is found that there is a difference of 15 per cent in favor of the China camel's hair.

Until the tariff act of 1890, camel's hair from all countries was always admitted free, and such being the case, it would seem no hardship if all grades were admitted under the same rate of duty as carpet wools and Russian camel's hair.

The quantity is small and not likely to increase in amount, as camels have always been kept for transportation purposes, and not for the hair.

The total export of camel's hair from China for the past twelve months ending the 30th of June, have been 3,255,285 pounds distributed as follows:

|                 | Pounds.     |
|-----------------|-------------|
| America .....   | 107, 018    |
| Bremen .....    | 346         |
| Hamburg .....   | 41, 906     |
| Hongkong .....  | 10, 377     |
| Japan .....     | 8, 614      |
| Liverpool ..... | 310, 995    |
| London .....    | 2, 776, 029 |
| Total .....     | 3, 255, 285 |

Against 3,197,022 pounds for the previous twelve months. Most of the importations for America have been of the third grade.

We are informed that the proportion of these three grades is about as follows: Grade 1, 60 per cent of the whole amount; grade 2, 20 per cent of the whole amount; grade 3, 20 per cent of the whole amount; or, in round numbers, of grade 1 about 1,950,000 pounds, grade 2 about 650,000 pounds, grade 3 about 650,000 pounds.

It will be seen from the above statement that the total amount of camel's hair exported from China is not large. We ask, therefore, that China camel's hair be classed as wools of the third class, the same as Russian camel's hair has been, and subjected to no higher rates of duty.

ABBOT &amp; COMPANY.

By A. J. ABBOT.

*The National Association of Wool Manufacturers.*



## STATEMENT SUBMITTED BY MR. SAMUEL LOBSITZ, OF NEW YORK.

NEW YORK, N. Y., *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

I beg to call the attention of your honorable body in framing a new tariff measure to the article of camel's hair noils (Russian and China), which under the present law are on the free list, and would respectfully petition your honorable body to let this article remain on the free list.

Camel's hair noils are the combings or waste produced when combing camel's hair, a product not grown in this country, and is not a substitute or used as a substitute for anything grown here. It is used principally in the manufactures of knit underwear and dress goods.

In any event, if not left entirely exempt from paying duty in the new tariff measure, we would further petition you to place but a moderate duty on the same, say not to exceed 5 to 7 cents per pound. This would yield our Government much more revenue than a higher duty would, and at the same time permit domestic manufacturers to compete with foreign manufacturers using this same article.

But an excessive duty on this article would work a hardship and injustice our domestic manufacturers in depriving them of its use, and thereby permitting the importation into this country of manufactured goods made wholly or in part of this article.

SAMUEL LOBSITZ.

## THREAD WASTE, RING WASTE, SLUBBING WASTE, AND NOILS.

## STATEMENT SUBMITTED BY ANDREW J. SOLIS, JR., OF BOSTON.

(Free list, paragraph 685.)

BOSTON, MASS., *January 8, 1897.*

I believe the tariff bill which is to be framed under the incoming Administration is the most important legislation with which Congress has had to deal for many years. If moderation is practiced, a law which will stand the test of criticism will be the result, and if the wishes of the whole manufacturing interest are consulted there will be no danger of excessive duties or material advance in any article which shall be consumed by the people. The only advance to be expected will come from excessive and prohibitory duties on raw material and partially manufactured commodities, such as wool, thread waste, ring waste, slubbing waste, noils, and worsted yarn. The woolgrower and worsted spinner are the ones who seek excessive and prohibitory duties, the one on wool, the other on worsted yarn.

For several years these men have been able to dictate legislation regardless of the desires of weavers and knitters. The National Wool Association, through its executive committee of worsted spinners, is looking after its own interests and for nothing else, although those who are spinners in the truest sense of the word—that is, those spinners without looms, but who spin yarn for sale—have interests which are identical with the weavers, because worsted spinners with looms are driving the weavers without spinning out of the business. The reason of this is that the spinner-weaver can put cloth on the market for sale without profit, as his profit is made on the yarn he spins, and prevents the weaver who is a buyer of worsted yarn from getting orders for cloth. If the



weaver can get no orders for cloth, he can give no orders to the true worsted spinner. If the new tariff puts excessive duties on worsted yarn, the weaver must either go out of business or put in worsted spinning. In either event the true spinner is without a customer for his yarn. Many of the weaving mills have not sufficient money for the purchase of expensive yarn machinery, and will make a cheap class of cloth, such as cotton worsteds requiring 14 ounces of cotton and 2 ounces of worsted. What our legislators must consider in this connection is whether it is better to force the whole manufacturing business into the hands of a few large spinning-weaving mills or whether it is better to encourage the smaller mills to thrive, thus broadening the field for American manufacturing. The spinner-weavers are large enough to look out for themselves.

What weavers and knitters are striving to prevent is the centralizing of manufacturing in the hands of a few men. With knitters as well as weavers, there is a demand for thread waste, ring waste, noils, and slubbing waste. If a prohibitive duty is placed on these articles, it will not benefit the woolgrower, however much it may benefit the worsted spinner. For, instead of the threads, rings, slubbings, and noils coming into the country in crude shape, they will come in in manufactured articles, and thus the weaver or knitter, who has been prohibited from getting the material his European competitor has access to, loses his chance to produce his cloth or his underwear, which he would have made had not a portion of his material been prohibited from entering his mill. Such a state of affairs injures the woolgrower quite as much as the manufacturer, inasmuch as the threads, rings, noils, or slubbings make up but a small part of his batch, as these articles are used only as a substitute for foreign wool and not for domestic wool. The domestic wool would form 75 per cent of the batch and the wastes would form but 25 per cent of it. It is easy to prove that this article is not of great moment to the woolgrower. Under free wool but a comparatively small amount was imported and used as compared with Australian and domestic wool. The proportion will be found to exist 90 per cent Australian wool, 10 per cent wastes.

ANDREW J. SOLIS, Jr.

## RECLASSIFICATION DESIRED.

### STATEMENT OF WILSON H. BROWN, OF PHILADELPHIA.

THURSDAY, *January 6, 1897.*

Mr. BROWN said: Mr. Chairman and gentlemen of the committee, I appear before you to-day as a woolen manufacturer representing a number in the city of Philadelphia, and incidentally a number outside of the city of Philadelphia in the West and East. We are not worsted manufacturers. I want to impress upon you that fact.

There is a distinction between the worsted manufacturer and the woolen manufacturer. We have come here to ask at your hands the same consideration you extend to the worsted manufacturer.

Presuming, from what I have heard, this tariff bill will be based upon the lines of the bill of 1890, we have come to ask you to either eliminate the classes 1 and 2 and establish one class or else to make a separate schedule for the woolen manufacturers of clothing and such articles. In the tariff of 1890 the clothing wool was placed in class 1. They were to pay a duty of 11 cents on unwashed wool. In class 2 the worsted wools were



classed. They were to pay a duty of 12 cents a pound on their wool imported. Under the operation of that tariff law all clothing wools brought in from abroad had to pay a duty of 11 cents a pound on the unwashed wool. All worsted wools which were brought into this country paid a duty of 12 cents a pound on the washed wool. They brought in combing wools from London which paid the duty on washed wool of 12 cents a pound. We brought in our clothing wool—and the distinction between the clothing wools and combing wools I suppose you are aware of—

Mr. EVANS. Please explain that briefly.

Mr. BROWN. The distinction between clothing wools and combing wools is merely a matter of length of the fiber. Certain fibers of wool that are short are called clothing wool, and are too short to use on machinery. Some characters of combing wool it is impossible to handle on woolen machinery. It is a matter of difference in the length. In the clothing wool, for every pound we imported we paid in the unwashed state 11 cents a pound; in the washed state, that was equivalent to about 22 cents a pound; whereas the worsted manufacturer not only received his wool at 12 cents in the washed state coming from the same locality—I might say the same district, the difference being only a difference of the growth of the wool—but in addition he had a duty placed upon the by-product in the long wools. The short wools are separated from the long wools by the process of combing. We can use the short wools in our machinery to manufacture such articles of wear as are classed as woolens. On this noil there was a duty of 30 cents a pound, which was prohibitory. They paid but 12 cents on their washed pound of wool, which, considering the shrinkage of it, 20 per cent, brought the cost of that wool up to about 16 cents on a scoured pound, and they got a duty on their by-products for their waste and noils, which we use and which it is necessary for the woolen manufacturer to use. They got a duty on that of 30 cents. That worked in two ways. It prevented our making woolen goods at a price so we could compete with the worsted manufacturers.

Anyone who has two pieces of cloth at nearly the same value placed before him to-day, one of wool and one of worsted, and the cost is very nearly the same, would naturally select the worsted piece. It has operated so against us that I can safely say there has not been the proportion of machinery running, even under the bill of 1890, that there should have been had this matter been properly adjusted. I know that the duty I speak of, in the manufacture of certain flannels, operated against the American manufacturer. The yarn manufacturer was able, on account of that duty placed on noils, to use the by-product in the manufacture of a fine article of flannels, which was manufactured extensively at that time. Tons and tons of fine yarns were brought into this country and manufactured out of this by-product, and displaced our American goods.

We do not want to enter into any conflict with the worsted men. All we ask of this committee is a fair consideration of our suggestions to you and to give us the same measure of protection that you give the worsted manufacturer.

The CHAIRMAN. Is it not true that with the improved machinery that has come into use the worsted manufacturer uses now more largely class 1 than class 2 wool?

Mr. BROWN. I don't think so.

The CHAIRMAN. I see by this statement that there was much more class 1 wool used last year than class 2 wool.



Mr. BROWN. They are using a shorter wool, I know.

The CHAIRMAN. They do use class 1 wools with improved machinery?

Mr. BROWN. I don't think they come in as class 1; they are classed as combing wool.

The CHAIRMAN. There were only 10,000,000 pounds of combing wools imported last year and 117,000,000 of class 1 wools.

Mr. BROWN. That, of course, is a matter of record. I am not familiar with it, but at the same time we are not making any claims here——

The CHAIRMAN. I thought if there was such an advantage there would have been a much larger proportion of combing wools imported.

Mr. BROWN. Under the free-wool clause?

The CHAIRMAN. Yes; and also under the dutiable clause. The amount of wools imported under the dutiable clause is very small.

Mr. BROWN. Under the dutiable clause.

The CHAIRMAN. That is under the act of 1890. I would like to ask some worsted manufacturer here if it is not true that they use very largely class 1 wool?

A BYSTANDER. Yes; we do.

The CHAIRMAN. When the duty was on, the importation was most of class 1. Even then with the duty on and the advantage suggested the preference was for certain grades of wool of class 1?

A BYSTANDER. Yes, sir.

Mr. EVANS. I wanted to know if that would be the case if the McKinley duty was restored.

The CHAIRMAN. That was the case under the act of 1890.

Mr. DALZELL. Have you a written statement as well as your oral statement?

Mr. BROWN. We will file one.

Mr. TURNER. How long have you been manufacturing wools?

Mr. BROWN. I have been a proprietor of a mill for thirteen years. I have been in the business all my life.

Mr. TURNER. What do you manufacture?

Mr. BROWN. Woolens, yarns for cloth making, and knit goods for general sale.

Mr. TURNER. What effect has free wool had on your business?

Mr. BROWN. It has not had any beneficial effect.

Mr. TURNER. Did you do as well under the McKinley law?

Mr. BROWN. No, sir; we have not done as well since the passage of the act of 1890 as prior to that.

Mr. TURNER. Not as well as you did before the McKinley Act was passed?

Mr. BROWN. We did better before the McKinley Act. I am only speaking of the woolen manufacture from my own standpoint.

Mr. TURNER. What was the reason you did better before the McKinley Act?

Mr. BROWN. I believe the reason we did not do so well under the McKinley Act was on account of the discriminations that were made against us in that act. Under that act we did not have the measure of prosperity we had hoped for and expected.

Mr. TURNER. Is it not true that you have quite a range of selections for your wool under the present law?

Mr. BROWN. Yes; under the present law we have a wider range for selection.

Mr. TURNER. Does not that suit you better than a restrictive trade in wool?



Mr. BROWN. No, sir.

Mr. TURNER. Then you would rather have the duty on wool restored?

Mr. BROWN. Most assuredly.

Mr. TURNER. Why?

Mr. BROWN. Because of the immediate effect it has upon the agricultural interests of this country, they being so largely interested in the growth of wool. By the removal of the duty on wool, their flocks are decreased, and their income is therefore necessarily decreased. Consequently they can not buy much of our product or dispose of their products with advantage, as formerly. This depression has gone through all the industries, and so has affected us indirectly.

Mr. TURNER. That belongs to those general considerations that I was bringing to your mind. I was inquiring particularly as to its effect upon you. I would like to ask, in that connection, whether there will not be an increase in price under a restoration of the duty upon wool?

Mr. BROWN. An increase of price of our manufactured product?

Mr. TURNER. If the duty is placed on wool, would it not follow that there will be a compensatory rise in the value of manufactured products?

Mr. BROWN. Yes; it would imply that.

Mr. TURNER. You would not pay the duty on the imported wool and sell the manufactured fabric at the same price as before?

Mr. BROWN. No, sir; we could not do it, but in course of time that will level itself and we will be back to the place where we are to-day in price.

Mr. TURNER. With an increase of duty you think it would increase the price of domestic wool so as to benefit the woolgrower.

Mr. BROWN. Undoubtedly.

Mr. TURNER. And you get it back in a compensatory duty?

Mr. BROWN. Not only that, but the increased incomes of the people and their increased purchasing power.

Mr. TURNER. How will it be in regard to those people who have to pay the increased price and who will not be protected under the act?

Mr. BROWN. I will answer you in a roundabout way. The way that the people will get it back will be by the general prosperity of the people, of all classes, resulting from another protective bill.

Mr. TURNER. Do you think the wool duty will make them all prosperous?

Mr. BROWN. No; it will not affect them directly or immediately, but indirectly it will, because it will be very far-reaching in its effects.

Mr. TURNER. Do you think it would raise the price of wheat, for instance?

Mr. BROWN. The prosperity resulting from the passage of the act will increase the consumption of everything, and the prosperity of one class—

Mr. TURNER. At the expense of all the rest of the people who are not protected. How about that?

Mr. BROWN. It will not be at the expense of the rest of the people, because we are dependent one upon another, and what is the prosperity of one is the prosperity of all. While they will be paying a trifle more for this, the incomes of the working people will be increased, no matter what employment they are engaged in.

Mr. TURNER. You think that will apply to people you can not directly protect?

Mr. BROWN. Yes; that will benefit all. I do not know of anybody



in this country who is not protected either directly or indirectly by the measures that are contemplated.

Mr. TURNER. Does the wheat grower get any benefit of any protection on wheat?

Mr. BROWN. Yes; the woolgrower increases his flocks under protection by devoting his time to that business, and he will naturally decrease the amount of his acres devoted to other products and for other uses, and that would decrease the production of those other agricultural products, and naturally the law of supply and demand will benefit the farmer. The supply of wheat will decrease by reason of the acres being devoted to other purposes and the price will naturally go up. That is where he will get the benefit.

Mr. TURNER. You think it would induce men to abandon wheat culture and take up wool culture.

Mr. BROWN. Yes; if the wheat crop is too large, if there is an overproduction on that crop, there is an opportunity to profitably invest in sheep raising, and the labor that was before devoted to wheat culture will naturally be devoted to sheep raising.

Mr. TURNER. Would not that correct the thing which you are anticipating as a blessing to all? If you increase competition by multiplying the wool producers would not that make so many wool producers that that would bring about the present conditions again?

Mr. BROWN. Those things regulate themselves, and if the increased supply of wool brings the price down—of course, that is a matter we can not go into now, nor speculate upon. It will all adjust itself. We keep all these things within ourselves, and we get the profit.

Mr. TURNER. Without pursuing mere speculations, which we can not satisfactorily determine now, what would be the proportion of benefit that the American woolgrower would receive under an act providing, say, 10 or 12 cents a pound on raw wool or unwashed wool, and how much would the Government get at the custom-house, and how much would the American farmer get? Would it be about the same?

Mr. BROWN. You mean that the Government and the farmer would get the same?

Mr. TURNER. You say this tax would benefit the farmer. The Government would get some revenue still from imported wool—or do you expect to shut it out altogether.

Mr. BROWN. You can not shut it out until you have your supply of wool to that point.

Mr. TURNER. Taking the basis of the statistics here, about 500,000,000 pounds, I believe, all classes 1 and 2, of wool made in this country, and which is about the portion produced in this country, would the American farmer get the benefit of the rise to about the amount of the revenue which the Government might derive from the imported wool?

Mr. BROWN. I think the benefit would be larger than that.

Mr. TURNER. You think it would be larger?

Mr. BROWN. That is a speculation, you know, Mr. Turner. No one can predict what the operation would be.

Mr. McMILLIN. Do you think that the effect of the imposition of the 10 cent duty or 11 cent duty on unwashed wool would increase its value to that extent to the woolgrower?

Mr. BROWN. Yes; it would for the time being.

Mr. McMILLIN. You think it would cause an advance in the value of wools to an amount that would mean the present price with the duty added?



Mr. BROWN. Yes.

Mr. McMILLIN. And that would mean 20 cents a pound, if it was about twice that in the washed wool?

Mr. BROWN. It would go in about the same ratio.

Mr. McMILLIN. Two to one. Then you would not be able to manufacture as cheap when you pay 20 cents a pound more for your washed wool as now?

Mr. BROWN. No.

Mr. McMILLIN. The result would be increased cost to those who use your commodities?

Mr. BROWN. We would have to get a higher price for our products.

Mr. McMILLIN. Referring to the first part of your contention concerning worsted, when the worsted schedule was being framed it was urged that the process of manufacturing worsteds, by reason of complicated machinery and necessary combing, was more expensive than manufacturing other wool. Is that true or false?

Mr. BROWN. The expense measured by yards I do not think is any more. I am not a worsted manufacturer. I am only judging from my own deductions.

Mr. McMILLIN. We were urged very strenuously to make a rate higher on worsteds than woollens because the process of manufacturing was said to be more complicated and expensive. That has been the plea upon which the discrimination was originally urged. You come now and urge that wool be put on a par with worsteds.

The CHAIRMAN. There never has been any difference on woolen goods or worsteds. They have all been under the same classifications in every tariff bill.

Mr. McMILLIN. I may have been misunderstood. There were hearings at one time, in which we were urged to make a discrimination.

The CHAIRMAN. That may have been urged but we have always been on the same footing.

Mr. McMILLIN. I say that this was urged.

Mr. BROWN. There has been considerable improvement in the manufacture of worsteds since four years ago.

Mr. McMILLIN. And that has cheapened the production.

Mr. BROWN. Yes; that has enabled them to make their product cheaper than before.

## COST OF WORSTEDS AND WOOLENS.

### STATEMENT OF MR. OULAN CROFT, OF CAMDEN, N. J.

THURSDAY, *January 6, 1897.*

Mr. CROFT said: Mr. Chairman and gentlemen of the committee, the gentleman was asked by Mr. McMillin if it costs any more to make a pound of worsted than a pound of woolen. I say it does. It requires more than three times the capital and it requires more than three times the labor to produce a pound of worsted than it does to produce a pound of woolen. Woolen yarn can be made in four or five different processes, while worsted has to go through twenty or thirty different processes. There is the difference between worsted and woolen.

Mr. McMILLIN. I knew that contention had been made before the committee.



## CLASSIFICATIONS SUGGESTED.

STATEMENT SUBMITTED BY THE PERSEVERANCE WORSTED  
COMPANY, OF WOONSOCKET, R. I.WOONSOCKET, R. I., *January 1, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We would call your attention to the discrimination made against woolen and worsted goods in Schedule K of the Wilson bill, whereby goods, the finished product, are actually protected in less measure than yarns, the partially finished product. This fact has worked very serious injury to the makers of goods, and we pray that you will use every effort to insure the proper and equitable division of any protection to woolen industry, so that each branch of the trade may receive its fair and proportionate share, and, in proportion to the relative cost of manufacturing, labor cost incurred in each. This would be eminently fair and equitable. Under the present Wilson bill yarns, the partially manufactured product, whose raw material, wool, is free, were awarded 40 per cent ad valorem.

Goods, the finished product, whose raw materials are these 40 per cent dutiable yarns, were awarded 50 per cent ad valorem with raw material taxed 40 per cent. Makers of goods get much less protection than yarns. This fact alone has worked terrible injury to the trade, and ought to be corrected at once.

Yarns and goods are two distinct and separate branches of the woolen industry, and are conducted in separate mills by entirely different firms or corporations, and each interest ought to be carefully protected, equitably, so that each one receives proper protection. Any unfair discrimination will eventually cause both to suffer. We would suggest that in awarding protection to yarns and goods it ought to be based on the relative labor cost of each, which would be in about the proportion of 20 cents labor cost for a pound of two-forty worsted yarn and 30 to 35 cents cost of labor to make this pound of yarn into a pound or yard of goods. This would be a fair relative cost in two economical mills, one a yarn mill and the other a goods mill—to-day's cost.

In addition to our request that you endeavor to have woolen and worsted goods, the finished product, awarded their proper proportionate share of protection as against yarns, we would further take the liberty to point out a few essential features that ought to be embodied in any woolen-goods schedule, if it has to afford the measure of protection intended. We would ask your careful consideration of same, believing they are worthy of this. We would add that our business experience as makers of worsted goods for men's wear was gained in Bradford from an apprenticeship up, so that we are perfectly conversant with the many great advantages the Bradford manufacturers have over domestic, which can only be offset by a fair measure of protection (no big, high tariff) scientifically awarded to each branch of this great woolen industry, and firmly enforced and collected.

We are working men, always were, and came to America in 1883 (with small capital, the result of careful savings) to start our business, manufacturing worsted goods for men's wear, suitings, etc. We have had a fair measure of success until the Wilson bill took effect, since which we have had to accept losses each year although it is no fault of ours, as we have worked hard and faithfully just as many hours per day as any operative in our employ. We merely run over these facts so



that you may know that we believe ourselves practical, and aim to be perfectly fair to wool, yarns, and goods, as any discrimination in favor of one branch of the industry as against the other will in the long run come back upon and hurt the one first favored, as the industry to be continually prosperous must have such conditions brought about as will render each branch of the industry equally prosperous.

As protectionists, we know and firmly believe that it is absolutely imperative that American industries (we refer especially to woolen industry) be protected in order to exist at all, in competition in domestic markets against foreigners (we mean Bradford manufacturers) who enjoy very many advantages domestic manufacturers do not. These many advantages the foreigner enjoys are the outcome, results, of long-combined experience as a manufacturing nation, tending to one goal—perfection of product at low cost. Their chief advantage undoubtedly is cheap labor. This being admitted, it is equally clear that protection to domestic industries will be the most equitably divided if awarded in proportion to the amount of labor cost incurred in any branch of domestic goods. This would be especially so in the woolen-goods schedule. As manufacturers, with all our capital invested in our business, everything at stake, we would say that we think it would be a mistake, an injury, for us to demand a big, high tariff rate, but we firmly believe that the industry is entitled to a fair measure of protection that will protect, offset foreign cheap labor; and whatever protection is awarded the woolen industry, have it put on, so placed that we will get the full benefit intended—so that every cent of duty can be collected. To allow foreigners to undervalue goods and evade payment of rates of duties intended is simply robbing the Government of its revenue and is barely one step removed from smuggling, and should be treated with the same punishments, viz, all such goods to be confiscated and destroyed by order of the Government and the smugglers put in prison. We would now offer our suggestions or tariff points. Of course a lot of these are not new; some, we believe, are, and may be of service:

WOOL.—To be protected, and it should be a specific or weight duty.

YARNS.—To be awarded compensating duty equal to the duty on pounds of wool contained in the pound of yarn, and in addition thereto awarded a measure of protection in proportion to the labor cost involved in the making of the yarns. This protection should be specific, so much money per pound, which can be very easily adjusted in proportion to the size of the yarn, for the size, counts, thickness, or fineness the yarn is spun to is a sure and reliable index to labor cost, and in great measure to quality or value of wool used in composition of the yarn, and would almost invariably work correctly.

GOODS.—To be awarded a compensating duty equal to and offsetting the entire duty placed on their raw material, viz, yarns. This would carry a compensating duty equal to the duty on pounds of wool in pounds of yarn, also the duty on the pound of yarn; and in addition thereto a measure of protection in proportion to the labor cost involved in manufacturing the yarns into finished goods; this protection to be specific, either weight or so much per yard, and based on the number of picks, filling threads, per inch. The number of filling threads, picks, per inch in any cloth would be a reliable index to the labor cost involved in making goods and would almost invariably be correct.

A tariff on woolen and worsted goods on this basis would tend to stop undervaluation, because any appraiser could readily and without any degree of trained skill take a skein of yarn and reel it and establish its correct size and collect duty in accordance with size, as his tariff rate called for, and equally so could an appraiser count the number of fill-



ing threads, picks, per inch, and establish what amount of duty per yard or pound the goods were dutiable at.

With very little care and study the amount of protection to be placed on yarns could be established by making a few inquiries from up-to-date economical mills making yarns, asking the manufacturing cost of making the various numbers from thick sizes, which would involve less labor cost, up to the finest sizes, which involve the highest labor cost to make.

Inquiries of the same nature to economical up-to-date mills making woolen and worsted goods, asking for manufacturing cost of making yarns into finished goods, based on so much per pick, would equally as readily establish the average manufacturing cost. This once established, it would be easy to award any measure of protection put on woolen industry in proportion to wools, yarns, and goods, according to labor cost of each branch of the woolen industry.

Having carefully established the amount of protection each branch is entitled to, it would be equally as easy to decide what amount per number or size of yarn from the lowest to the finest size would be equitable protection, so that spinners of coarse qualities and sizes of yarn would get equal and fair protection, relatively, to spinners of fine, high-cost yarns, and as this duty could readily be put on as weight duty, it could be honestly collected.

Equally so in regard to goods, the manufacturers of coarse, low-picked goods would enjoy a corresponding measure of protection, makers of fine, high-class, high-labor cost getting more proportionately to the higher labor cost involved, and all branches of the industry would receive equal protection, based on labor cost. On goods the duty could be equally specific and honestly collected.

The trouble of putting ad valorem duties in proportion to values, which only tends to encourage undervaluations, would be wiped out and effectually suppressed.

On our foregoing principle we would suggest classification of yarns on the basis of single thread, double, or two-ply and three-ply, as the case may be.

Goods to be classified also, viz, women's and children's dress goods, Italian cloths, buntings, linings, cloakings, etc.

Fine woolen and worsted goods intended for men's wear, suitings, etc., which call for highest degree of perfection and are high-class goods, ought to be classed separately; all packing cases, wrappers, etc., to be dutiable.

Undervaluations of goods to be treated as the crime of smuggling.

Positively no rebate of duties on foreign goods shipped to this country in American ships. On this point we would suggest that on any goods entering American ports, and brought to this country in any other than American ships, under American flag, there shall be collected 5 or 10 per cent extra duty. This would drive goods into American bottoms and help encourage the American shipping industry.

We honestly believe that a tariff bill framed on the foregoing lines would be perfectly fair and equal to each and every branch of woolen industry, and it would be a scientific tariff, that could be maintained forever, with a little lowering or raising in coming years, as might be found needful in proportion to the progress made in the industry. This would no doubt tend to lift tariff, so far as it referred to wool and woolens, out of politics and allow our business to become stable and steady, not subject to constant tariff tinkering.

PERSEVERANCE WORSTED Co.,  
By JAMES H. SINGLETON.



# MANUFACTURE OF WORSTED GOODS AND YARNS TWO DISTINCT BRANCHES OF MANUFACTURE.

WOONSOCKET, R. I., *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

The manufacture of woolen or worsted goods and the manufacture of yarns are two entirely distinct and separate branches of the woolen industry, and in arranging a tariff for the industry as a whole, great care should be taken to so adjust the amount of protection given to the yarn spinner on the one hand and the maker of goods on the other, that each shall have enough protection to offset the extra cost of labor in this country.

But it should be specially noted that the maker of goods, whose labor cost is 35 to 45 cents per yard, should have his protection or duty awarded on a proportionately higher rate than the yarn maker whose labor cost at most is not over 20 cents per pound and whose help are not so skilled or high waged and whose processes are not so numerous or costly as the goods manufacturer; and again, it would obviously be unfair to the latter to put a duty so high on yarns that the duty on goods would have to be either so extortionate as to excite and arouse the public temper, or so small as to afford no appreciable protection.

To prove that the woolen industry is actually subdivided into the two branches specified in the preceding statements, the following lists of goods manufacturers and yarn spinners, with the respective number of looms and combs operated by each, has been compiled from Dockham's Textile Directory, and although by no means complete, will probably answer our purpose:

### *Mills making yarn into goods.*

| Name of firm.                     | Location.                 | Number of looms. |
|-----------------------------------|---------------------------|------------------|
| Broad Brook Woolen Co.....        | Broad Brook, Conn.....    | 102              |
| American Mills.....               | Rockville, Conn.....      | 88               |
| Hockanum Mills.....               | do.....                   | 150              |
| Rock Manufacturing Co.....        | do.....                   | 130              |
| New England Co.....               | do.....                   | 109              |
| Springville Manufacturing Co..... | do.....                   | 114              |
| Mechanicsville Mills.....         | Mechanicsville, Conn..... | 96               |
| Vassalboro' Woolen Co.....        | North Vassalboro, Me..... | 100              |
| Auburn Mills Co.....              | Auburn, Mass.....         | 42               |
| Blackinton Woolen Co.....         | Blackinton, Mass.....     | 99               |
| Blackstone Woolen Co.....         | Blackstone, Mass.....     | 154              |
| Clinton Worsted Co.....           | Clinton, Mass.....        | 45               |
| Jesse Eddy Manufacturing Co.....  | Fall River, Mass.....     | 56               |
| Beoli Co.....                     | Fitchburg, Mass.....      | 150              |
| Fitchburg Worsted Co.....         | do.....                   | 260              |
| Tremont Worsted Co.....           | Methuen, Mass.....        | 12               |
| Sagehome & Byers.....             | North Andover, Mass.....  | 13               |
| Graham Woolen Co.....             | North Adams, Mass.....    | 40               |
| J. Chase & Sons.....              | North Oxford, Mass.....   | 50               |
| Plymouth Woolen Co.....           | Plymouth, Mass.....       | 62               |
| Standish Worsted Co.....          | do.....                   | 22               |
| John Chase & Sons.....            | Webster, Mass.....        | 110              |
| Worcester Woolen Mills.....       | Worcester, Mass.....      | 60               |
| Singleton Worsted Co.....         | Franklin, Mass.....       | 32               |
| Carthage Woolen Co.....           | Carthage, Mo.....         | 104              |
| A. Priestley & Co.....            | Camden, N. J.....         | 80               |
| Auburn Woolen Co.....             | Auburn, N. Y.....         | 104              |
| Canoga Woolen Co.....             | do.....                   | 20               |
| Empire Woolen Co.....             | Clayville, N. Y.....      | 82               |
| Schaghticoke Woolen Co.....       | Schaghticoke, N. Y.....   | 76               |
| Clark & Keen.....                 | Philadelphia, Pa.....     | 59               |
| Thomas Dolan.....                 | do.....                   | 300              |
| B. W. Greer.....                  | do.....                   | 180              |
| Kirk & Barnes.....                | do.....                   | 124              |
| Pennsylvania Woolen Co.....       | do.....                   | 188              |
| Wink & Weed.....                  | do.....                   | 52               |
| William Wood & Co.....            | do.....                   | 700              |
| George C. Hetzel & Co.....        | do.....                   | 200              |
| Phoenix Mills.....                | Chester, Pa.....          | 162              |



*Mills making yarn into goods—Continued.*

| Name of firm.               | Location.            | Number of looms. |
|-----------------------------|----------------------|------------------|
| Forest Glen Worsted Mills   | Ashaway, R. I.       | 26               |
| Graniteville Mills          | Burrillville, R. I.  | 25               |
| Harrisville Mills           | do                   | 128              |
| Samuel Mellor               | do                   | 26               |
| A. L. Sayles & Co.          | do                   | 72               |
| Fred L. Sayles & Co.        | do                   | 62               |
| Henry C. White              | Chepachet, R. I.     | 150              |
| Farwell Worsted Mills       | Central Falls, R. I. | 108              |
| Lymansville Co.             | Lymansville, R. I.   | 70               |
| H. A. Kimball               | Manton, R. I.        | 128              |
| Wickford Worsted Works      | Wickford, R. I.      | 26               |
| Westerly Woolen Co.         | Westerly, R. I.      | 104              |
| Saranac Worsted Co.         | Providence, R. I.    | 80               |
| Dunn Worsted Co.            | Woonsocket, R. I.    | 20               |
| Prendergast Worsted Co.     | do                   | 25               |
| Simson & Kirkaldy           | do                   | 35               |
| Perseverance Worsted Co.    | do                   | 75               |
| Lippitt Woolen Co.          | do                   | 114              |
| Harris Woolen Co.           | do                   | 153              |
| Milwaukee Worsted Cloth Co. | Milwaukee, Wis.      | 12               |
| Sheffield Worsted Mills     | Pascoag, R. I.       | 70               |
| Total                       |                      | 6,036            |

Manufacturing cost of making pound of two-fortieths yarn into pound of cloth, 60 picks, 35 to 45 cents.

*Mills making wool into yarn.*

| Name of firm.              | Location.               | Number of combs. |
|----------------------------|-------------------------|------------------|
| Howland Croft, Sons & Co.  | Camden, N. J.           | 16               |
| Glenn Falls Worsted Co.    | Moosup, Conn.           | 5                |
| Tunxis Worsted Co.         | Poquonock, Conn.        | 8                |
| Hope Worsted Co.           | Louisville, Ky.         | 5                |
| Stoneville Worsted Co.     | Auburn, Mass.           | 5                |
| Star Worsted Co.           | Fitchburg, Mass.        | 6                |
| Prospect Woolen Co.        | Lawrence, Mass.         | 8                |
| Globe Worsted Mills        | do                      | 5                |
| Nonantum Worsted Co.       | Newton, Mass.           | 20               |
| George Moore               | North Chelmsford, Mass. | 14               |
| Abbott Worsted Mills       | Westford, Mass.         | 22               |
| Springfield Worsted Mills  | Bordentown, N. J.       | 5                |
| Ackroyd & Scull            | Bridgeton, N. J.        | 2                |
| Highland Worsted Mills     | Camden, N. J.           | 7                |
| Trenton Worsted Mills      | Trenton, N. J.          | 4                |
| William H. Grundy & Co.    | Bristol, Pa.            | 9                |
| Fair View Worsted Mills    | Crumlynn, Pa.           | 3                |
| Griswold Worsted Co.       | Darby, Pa.              | 16               |
| Wissahickon Worsted Mills  | Philadelphia, Pa.       | 5                |
| Continental Worsted Mills  | do                      | 38               |
| Craven & Dearnley          | do                      | 7                |
| A. Crow, jr.               | do                      | 5                |
| Erben, Harding & Co.       | do                      | 20               |
| S. B. & B. W. Fleisher     | do                      | 7                |
| Glenmore Worsted Co.       | do                      | 7                |
| Kershaw Worsted Co.        | do                      | 3                |
| Mount Vernon Worsted Mills | do                      | 10               |
| Tracy Worsted Mills        | do                      | 13               |
| Allegheny Worsted Mills    | do                      | 5                |
| Providence Worsted Mills   | do                      | 2                |
| Pennsylvania Worsted Mills | do                      | 4                |
| Merion Worsted Mills       | West Conshohocken, Pa.  | 12               |
| Cranston Worsted Mills     | Bristol, R. I.          | 6                |
| Centredale Worsted Co.     | Centredale, R. I.       | 3                |
| Thornton Worsted Co.       | Thornton, R. I.         | 4                |
| Providence Worsted Mills   | Providence, R. I.       | 28               |
| Steere Worsted Mills       | do                      | 16               |
| Valley Worsted Mills       | do                      | 14               |
| American Worsted Co.       | Woonsocket, R. I.       | 7                |
| Woonsocket Worsted Mills   | do                      | 4                |
| Milwaukee Worsted Co.      | Milwaukee, Wis.         | 13               |
| Total                      |                         | 393              |

Manufacturing cost of making pound of two-fortieths yarn from wool, 20 cents.



WOONSOCKET, R. I., *January 5, 1897.*

COMMITTEE ON WAYS AND MEANS:

In the tariff to be considered a greater allowance should be made for the difference in the labor cost of yarn and cloth. In two previous tariffs yarn has been overprotected, to the disadvantage of the weaver; and while it is only fair that the spinner should be equitably protected, this should be done in such a way that the weaver would have compensatory duties. This would be much the same idea as giving the spinner compensatory duties should a tax be put on wool.

The 10 per cent additional given to cloth over yarn under the Wilson-Gorman bill was insufficient, more especially as only about 35 to 40 per cent was collected.

We would earnestly request that specific duties be levied on cloth, as it is almost impossible to fully collect ad valorem duties.

SIMSON & KIRKALDY.

CONSERVATIVE BILL WANTED.

ADDITIONAL STATEMENT OF MR. G. C. MOSES, OF BATH, ME.

THURSDAY, *January 6, 1897.*

Mr. MOSES said: Mr. Chairman and gentlemen of the committee, I want to say a few words on the question of stability which may be established in the rate upon wool and woolens. I appear before you as one of the original free-wool men among manufacturers. I speak for myself. I have not for many years been a member of the Manufacturers' Association, which has been heard here to-day; but yesterday in my remarks upon the subject of wool I said I was willing to have an adequate protective tariff on wool. The reason that I have come to this conclusion is this. It is not because I am not still theoretically in favor of free wool, but this is my position: We have been through the experience of free wool now for the past three years. I was in favor of it and was very glad when it came about. It cost our corporation a good round one hundred thousand dollars to get to the free-wool basis. After getting to it we have come, within four years, to a reversal of the opinion of the country on this subject of protective duties, and we are aware to-day that it is probable and almost certain that there will be a duty placed on wool.

If we have a duty placed on wool, we have got to go through a process of getting back to a higher basis of cost. Notwithstanding my own notion about free wool, I do not want to go through this process of shrinking our assets \$100,000 every five or ten years. What we want at this time, and I think it is the desire of this committee and the country at large, is that the tariff which may be fixed now may be of that moderate nature as to disarm the criticisms which were made upon the McKinley law, to this extent, at least, that the opponents of the measure can not succeed by argument or subterfuge, or any other means, in breaking it down, but that, on the other hand, whatever is done on this question by this committee may be of some degree of permanence. This will enable the manufacturer to do business; it will enable the woolgrower to increase his flocks without the fear—which a very high tariff might produce—that there will be a reversal of judgment upon this question, resulting in the taking off entirely of the tariff, compelling him to sell his sheep again and go out of the business.

I think there is no feature in these hearings so important as the necessity of making your action so moderate that it can not be overthrown.



That is what I desire and what all manufacturers desire and what all woolgrowers desire, and I wish that idea to obtain a permanent fixity in the minds of the committee, and I think it already has in the minds of many of you.

There is another matter in regard to the light shrinking wools. I have discovered that there is an impression that the inequality in the Australian wools is such that some remedy ought to be found for it. If we were importing the heavy shrinking wools, or had been importing them, there would be a great difference which should be taken care of; but if we are to have a specific duty upon wool, that specific duty will require the importation of light shrinking wools from Australia and Montevideo.

The CHAIRMAN. You mean if the specific duty is to be one round duty for all kinds?

Mr. MOSES. Yes; and there are great and serious difficulties in the way of making it in anything but an ad valorem duty. I have been unable to conceive of any other method of accomplishing it. The growers who have been here represented have made their statement in most cases that the tariff from 1867 to the present time has been inadequate. It was shown here by the statistics that there has been an increase of flocks under the 10 and 11 cent duties. I will say, further, that growers, especially those far West, were contented with 8 cents. They said that was all they asked. Now, as you probably know, in this business of tariff it is a very dangerous thing to give a man all he asks. If you do that you would very soon get a tariff that the people would not stand. A tariff of 10 and 11 cents has been an adequate protection for twenty years, and these Australian wools have not changed and will not. They have come in under that tariff for twenty years. Wools have come in under it, but still there is adequate protection. Some wool has come in from Australia, from Montevideo, and some little quantity of Cape of Good Hope wool. The quantity of Cape wool was very small. The Australia and Montevideo wools yield from 40 to 50 per cent clean wool.

The range there is not a wide range—nothing that requires us to talk about a double duty; but as a matter of fact the wools that will yield 50 per cent are not 10 per cent of the importations, and of the Australian wools it must be much less than that. Possibly 10 per cent is too low, but it is somewhere in that region. I have been importing wool every year since 1870 and I have not imported over three or four small lots that shrink as light as 50 per cent, and we always go for the best price we can get for light shrinkage wools. I think you will therefore see it is out of the question to base any argument on 50 per cent wools. The Montevideo wools will average from 40 to 47—the average price 42 to 43, and Australian wool 43 to 45. That is the character of the wools, as far as the clothing industry is concerned, which you have got to consider, which have been imported, and while it has been imported the woolgrower has prospered. So I think you will realize very clearly that there is no need to take up this question of the light-shrink Australian wools getting more favorable consideration on the ground that it is necessary to undo an evil instituted in the past. It is just what we have had to contend with in the past, and under it wool has prospered. This inequality has to cure itself by the fact that your action shuts cut the heavy-shrink wools altogether, and it has shut them out altogether.

Mr. STEELE. Don't you want a round duty on wool, carpet wools, clothing wool, and all?

Mr. MOSES. I can not speak about those wools, because I do not know



about carpet manufacturing. I think from what has been said in here that you should have a carpet classification based on a little different price from what we had the last one.

Mr. DOLLIVER. You have warned us against giving the woolgrower all he asks. Do you apply the same principle to the manufacturer?

Mr. MOSES. Yes, sir. I am willing to take any medicine I advocate for others.

Mr. GROSVENOR. Do you think the time for the millennium on the tariff question shows any signs of appearance?

Mr. MOSES. I do not, but I hope sufficient wisdom will come out of the action of this committee to put off any changes on wool and woollens for a good many years.

Mr. GROSVENOR. I suppose that if we abandon the whole question of protection our opponents will join with us and help us to bring about great prosperity?

Mr. TURNER. Yes; we would have it to-morrow.

Mr. MOSES. I would like to say to our opponents on that point, who theoretically have the best of it, that what is theoretically the best thing does not take into account the existing state of affairs. Free wool would be the best thing were it not for the conditions which I have already stated.

Mr. GROSVENOR. Perhaps if our opponents had the best of it we would be inclined to treat these suggestions as the Greeks bearing gifts. You have always been in favor of free wool until now?

Mr. MOSES. Yes; I have; and I would be in favor of it now if I saw that the conditions would warrant it. I am a Democrat.

Mr. TAWNEY. I don't believe you were last fall.

Mr. MOSES. I voted for McKinley.

Mr. GROSVENOR. Then I would expect the gentleman to be in favor of at least a conservative protective tariff.

Mr. MOSES. As a manufacturer I should be happy to give any information in my power that the committee desires.

Mr. EVANS. Is there any carpet wool grown in this country?

Mr. MOSES. Substantially none. There may be some grown in New Mexico, but I do not know of any. The woolgrowers here can tell better.

Mr. TAWNEY. It was said here, I think yesterday, that a uniform specific duty on all foreign wools resulted in keeping out almost every kind of foreign wool, except that imported from Australia.

Mr. MOSES. Australia and Montevideo, but Australia wool forms a larger portion of that coming in.

Mr. TAWNEY. Is that a fact based on your experience?

Mr. MOSES. Yes, sir; that is a fact. I have imported both. We require both of those wools. Montevideo serves certain purposes that no wools in this country will fill. There is no use talking about this country being able to produce every kind of wool that we require. In one sense we can get along with the wools that are produced here, but it will restrict our manufacturers so we can not make certain kinds of goods. We will be restricted so far as quality is concerned.

Mr. TURNER. What is the effect of a protective duty such as is contemplated here? Will it show itself in the enhanced price of the goods which reach the consumer?

Mr. MOSES. I think so.

Mr. TURNER. And to about the same extent in the beginning?

Mr. MOSES. No, sir; not at all.

Mr. TURNER. What is your view about that?

Mr. MOSES. I do not think Mr. Brown could have thought what he



was about when he said it would raise the prices, particularly unwashed wool, to 22 cents. It is an absurdity; it won't raise it. The fact is we won't import any washed wool. You can not do it. This whole tariff, so far as double and treble duties on wool are concerned, is an absurdity.

Mr. DOLLIVER. Is it an absurdity as to the quadruple duty on cloth?

Mr. MOSES. No, sir; we are figuring on the wool the foreigner uses. It will require 4 pounds of that to make a pound of cloth. That is based on an average. If you can follow the wool out that is used in the cloth you might do it on something else, but you can not do it on this.

Mr. TAWNEY. Is there serious difficulty in ascertaining the actual market value of wool imported into this country?

Mr. MOSES. I think not, sir.

Mr. TAWNEY. How about wool sent here on consignment.

Mr. MOSES. I do not think, as I said yesterday, that the chance of error would exceed 10 per cent. If the error varied over that, we as buyers of wool would have a very uncertain business.

Mr. TAWNEY. I am informed about 90 per cent of the South American product imported into this country is imported on consignment.

Mr. MOSES. I think a good deal is, but I do not know to what extent.

Mr. TAWNEY. Is the 10 per cent sold in the open market at public auction a safe criterion to fix the price of the remainder of the wool?

Mr. MOSES. I think so; but you are not restricted to that. There is sufficient wool in Montevideo for Europe, and for this country to fix the sale without regard to what may be consigned.

Mr. TAWNEY. Is it a fact a man can buy goods on consignment and upon the sale of one bale if it is not satisfactory can withdraw all but that one?

Mr. MOSES. I do not know. That may be done in this market, but the English wools are sold at public auction and the sales take place about once in ten weeks. So there is no private market except between these sales, and the sales are so near together that they are based largely upon each other—that is, one sale is based largely upon the price that ruled at the preceding sale.

Mr. TAWNEY. Do you think it would be practicable to impose an ad valorem duty?

Mr. MOSES. It seems to me it would. The difficulty with the ad valorem duty, which I am heartily in favor of, is that it will not satisfy. The duty will not be high enough ad valorem without making the whole tariff on woolen goods too high to satisfy the Western grower beyond the Mississippi. He told you yesterday he wanted about 8 cents. You give him 8 cents a pound; his wools are now worth 7, and that is 110 per cent, or thereabout. You are not going to satisfy him. One-half, or more than one-half, of the wool grown here to-day is grown beyond the Mississippi, and the ad valorem tariff will cripple this man engaged in wool culture in that section of the country.

Mr. TAWNEY. Would it be impracticable to adopt an ad valorem duty?

Mr. MOSES. I don't think you can get acquiescence in any rate of duty so that it won't be overthrown. I want the country to feel that the duty is fixed about right and reasonable, considering all things, and not make it a basis of agitation and change. Changes are expensive.

A BYSTANDER. If you bought 50 bales of wool in the London market and took it to your warehouse and remarketed it, how could we get the invoice value?

Mr. MOSES. I have plenty of experts who could fix it just as well as now.



The BYSTANDER. But consigned?

Mr. MOSES. It doesn't matter. If the wool is consigned I think your administrative tariff bill should have some law different for that case than for other cases. That is an important point. The price is based on the market value at the point of shipment, and if it comes into this country imported on consignment there is no market value and you can not get at that. There ought to be some means of getting at that duty.

The BYSTANDER. Those bales may be purchased in Melbourne at a higher price than the same bales could be purchased in London?

Mr. MOSES. It depends on the market.

The BYSTANDER. Are there no expenses between Melbourne and London?

Mr. MOSES. Yes; but the market sometimes fails. Sometimes we go to London instead of Melbourne.

Mr. McMILLIN. Mr. Moses, speaking of the relative merits of specific duty and ad valorem duties, the tendency of the age, by reason of improved methods of machinery and manufacturing, is to a cheapening of manufactured products generally, is it not?

Mr. MOSES. Yes, sir; I think so. There is a slow progress in that direction.

Mr. McMILLIN. There is a decided tendency in that direction.

Mr. MOSES. Undoubtedly.

Mr. McMILLIN. When the duty is ad valorem the consumer gets the benefit of that tendency more rapidly than when specific duties are enforced, does he not?

Mr. MOSES. Yes, sir. The effect of that specific duty under those circumstances is to raise the per cent of duty, or the equivalent ad valorem duty, as the commodities go down in price. I think your question is based upon the idea, which is a mistaken one, that I want a tariff in which there will be no changes.

Mr. McMILLIN. No, it was not.

Mr. MOSES. I assume that the tariff will be modified on the same lines according to the changes that take place from year to year, but what I do not want is an entire overthrowing of the tariff—for instance, to get free wools and have the business adjusted on the basis of free wool and then at the next election have that overthrown; and then, perhaps, in four years more to have another change back to free wool again.

Mr. McMILLIN. You say you do not agree with the position of the gentleman preceding you, that the effect of putting a 10 per cent duty on wool would be to raise the price of wool, say, 10 cents?

Mr. MOSES. No, sir. As soon as you get rid of the immediate effect of the change the tariff on wool would be doubled. In the first place it will diminish our imports and that will cause the price abroad to drop. Then it will raise the price in this country a portion of the 10 cents. I think after you get a year's experience in any one tariff you will find the difference will not be 10 cents.

Mr. McMILLIN. That being so, if a compensatory duty is fixed at 10 cents, will not the manufacturer get more protection out of the double duty than he gets from the independent duty and the compensatory duty added?

Mr. MOSES. No, sir. When I say the difference in price will be less than 10 cents that is based on the price when you start—before you begin. But at any one time the difference in the markets of London and Boston will be the duty added.

Mr. McMILLIN. But afterwards you always have the duty fixed on the basis of 10 cents.



Mr. MOSES. Certainly, and the 10 cents will exist there at any one time.

Mr. McMILLIN. You agree with me in regard to the difference not being 10 cents.

Mr. MOSES. To-day the market, say, is 18 cents for our Ohio wool. The market will immediately go up then that 10 cents, but it won't, perhaps, stay at that 10 cents—that is, 10 cents above 18 cents. It may settle at 22 cents, but at the same time it goes to 22 cents the wool, if there is 10 cents duty, would be 32 here and 22 abroad. You won't get the difference at the same time.

I would state that this question of consigned goods, I think, needs more consideration than it has apparently had heretofore, and it does not pertain particularly to this schedule any more than to any other. It is a fact, as far as textiles are concerned, and a good many other imported goods, that the parties abroad do not sell their goods to be imported by the American importer. I have known of cases in which a party who has been importing the goods from Paris has been told by the French dealer that he can buy the goods cheaper in New York than in Paris and pay the duty to America. He is referred to the New York agents of the concern. All that means is that there has been or that there is an undervaluation of the goods; that it will cost him less to buy the same goods here than to buy them there and pay the duty himself. It is a difficult thing to search out, but I think it is incumbent on this committee to devise some method for the application of ad valorem duties to consigned goods.

Mr. PAYNE. What do you think of a discriminating duty on consigned goods?

Mr. MOSES. I do not know but what that would do. One of the difficulties, which is a practical one, is that of having the man swear he has bought the goods.

Mr. PAYNE. Won't it greatly disturb business if the consignment of goods from Paris is done away with, so far as the importation of the goods is concerned?

Mr. MOSES. I do not think you can interfere with it. It would be good so far as this kind of imports is concerned, but you have to take things as they exist and see how you can apply the remedies.

Mr. PAYNE. The discriminating duties would have the effect to discourage the consignment of goods.

Mr. MOSES. I think it would be to the benefit of the manufacturers here if we had a duty on consigned goods. It is simply unloading the surplus on the other side of the water.

Mr. TAWNEY. We sometimes hear of manufacturers on this side who are exporting their goods at a price below what they are selling them for here.

Mr. MOSES. That is sometimes the case with such articles as bicycles and sewing machines, articles that sell for a big price, or for a big discount. Those goods sell at high prices because there are a good many agents, and it costs a good deal to sell such articles. I have not known of any woolen goods sold abroad at less than the price here.

Mr. BROWN. I would like to correct a wrong impression. Mr. Moses asked me a question in reference to the cost of worsted yarn. I prefaced my answer by stating that I was not a worsted manufacturer, but I believed the cost was about the same. I did not say pound per pound. I said yard for yard, and I do not want to go on record as having made an erroneous statement.



## VARIOUS OPINIONS.

### STATEMENT SUBMITTED BY THE MOORE MANUFACTURING COMPANY, OF PHILADELPHIA.

PHILADELPHIA, *December 26, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

Having been a great loser from the frequent changes in the tariff, I would respectfully suggest for your consideration the following facts:

We had always made a fair profit previous to the enactment of the McKinley bill, and the passage of that bill, not going into effect for some time, resulted in running the looms of Europe night and day, and glutting our markets to such an extent that it was two years before the trade recovered from the great surplus imported.

Now if it is the intention to legislate for the benefit of home manufacturers, it is of the utmost importance that such a law should go into effect as quickly as possible. It is also very important that the time goods (in the textile line) can be left in bonded warehouses should be limited to six months.

Under the schedule of the McKinley bill the practical working of the measure proved that wool and woolen worsted yarns were protected more than manufactured goods, and the result was that manufacturers who spun their own yarns could make a profit, while manufacturers who had to buy their yarns in the market could not. The duty on manufactured goods was not sufficient in proportion to the duty on yarns and wool.

I would suggest for your honorable consideration that if wool should be given 5 cents per pound duty in the grease, or 15 cents per pound duty scoured, then worsted and woolen yarns should be given 20 cents per pound and manufactured goods 40 cents per pound. At this rate goods will only get 20 cents per pound protection over that allowed for yarns, and leave the *ad valorem* duties on yarns and goods as they are at present.

MOORE MANUFACTURING CO.

### HIGH CLASS GOODS SHOULD HAVE HIGHER DUTIES.

HINSDALE, N. H., *December 25, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

In the woolen schedules of the tariff laws of 1883 and 1890 the finer grades of woolens had relatively less protection than the medium and low grades. This operated to confine most of the domestic mills to making the medium and low qualities, which had most protection. As you know, there are a number of mills in this country which have the skill and machinery to make the finest qualities of woolen and worsted goods, and if the rates on these goods were made enough higher such mills would not be forced to run on medium and low goods. Under such differentiation of rates according to quality, or cost, the business would be more diversified and there would be less tendency to over-production of one general range of quality. You will readily see that the increased cost of fine woolens lies largely in labor, because of the much slower production of these than of the cheaper grades.

R. A. CLOGHER,  
*The Haile & Frost Mfg. Co.*



**TENNESSEE MILLS IDLE.**KNOXVILLE, TENN., *January 11, 1897.***COMMITTEE ON WAYS AND MEANS:**

There are eight woolen mills in east Tennessee, one each at Maryville, Sweetwater, Mossy Creek, Elizabethton, Athens, Cleveland, Chattanooga, and Knoxville.

Woolen mills are always rated by sets, our mill at Knoxville having 21 sets. The seven other mills aggregate 19 sets, in all 40 sets. These mills cost, with capital to run them, about \$30,000 a set, or \$1,200,000 invested in that industry in east Tennessee. These mills employ from 1,500 to 1,600 hands, and for the last four or five years they have been swapping half dollars. At present, as you know, wool is free and the tariff on manufactured goods, I think, averages from 40 to 45 cents. At all events, if the woolen-mill industry is to be maintained in this country it must have a greater protection than it now has, for, as we all know, very many woolen mills all over the country are idle, and if a duty of 8 or 10 per cent is to be put upon wool, the duty upon the manufactured goods should be increased above the rate that is added to wool.

There is one thing that is absolutely necessary, that on the present ratio woolen mills in this country can not exist, therefore it is necessary that there should be an increase on manufactured goods, even if there is no duty put upon wool. But, of course, there will be a duty upon wool, but such duty will not increase the price of wool to the farmer equal to the duty, as foreign wool would immediately take a lower level just as it advanced when wool was made free of duty, by reason of its increased market here.

E. J. SANFORD.

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**LOWER DUTIES NECESSARY.**NEW YORK, *January 6, 1897.***COMMITTEE ON WAYS AND MEANS:**

Having been importers of worsted and woolen goods since 1838, and with some faint knowledge of the recent marvelous improvement in economical manufacturing by domestic makers, we venture to suggest, provided it is expected to raise a revenue on foreign goods, that a thorough expert be sent around among the domestic manufacturers and commission houses to learn the present prices at which they are willing to take orders on their goods.

We believe that an honest investigation will convince you that a lower plane of protective duties than those existing will have to be established if the raising of revenue is to be a part of the present programme.

FRED. BUTTERFIELD &amp; Co.

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**MERCHANT TAILORS PROTEST AGAINST INCREASE IN DUTY.**NEW YORK, *January 6, 1897.***COMMITTEE ON WAYS AND MEANS:**

The merchant tailors of the United States hereby respectfully protest against any increase in the duty on woolens. Although believers in the principle of protection, in view of the fact that the protection accorded



our trade is nullified by the free list clause 669, which admits an indefinite amount of clothing duty free, we protest against placing any additional burden upon our industry. We are in favor of a specific duty on woolens as the only remedy for undervaluation, and respectfully submit that 35 cents per pound specific and 40 per cent ad valorem should be the maximum of protection on woolens.

ANDREW PATTERSON,  
*Chairman Committee on Tariff Legislation,*  
*Merchant Tailors' Natl. Exchange.*

### LOWER DUTIES MEAN LARGER REVENUES.

PHILADELPHIA, *December 22, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

In the tariffs of 1883 and 1890 on wools and wastes there was only a slight change made on raw wools (the only stock which can be used advantageously by the worsted spinner), while a prohibitory duty was placed on the stock which could be used by the woolen spinner, such as noils, top waste, slubbing waste, roving waste, ring waste, yarn waste, all of which are waste made by the worsted spinner. The only one deriving benefit from the 30-cent tariff on such goods is the worsted spinner. If this duty were lower, larger importations would add to the revenue of the Government. I believe in giving the woolgrower all the tariff that is necessary to protect him, and then as you add labor to the same add duty to protect labor.

I do not ask for any more protection to our business than others, but would like to have the same.

M. D. RING.

### WOOL HATS.

(Paragraph 282.)

#### STATEMENT OF MR. EMIL RINKE, 145 W. SEVENTY-EIGHTH STREET, NEW YORK CITY.

THURSDAY, *January 6, 1897.*

Mr. RINKE read the following paper:

#### COMMITTEE ON WAYS AND MEANS:

We beg to call your attention to the great injustice which has been done to the wool-hat industry in former tariff bills by classifying this article of wearing apparel with the same grade of goods as blankets, etc., namely, paragraph 282, Schedule K, of the Wilson bill, and paragraph 283, Schedule K, of the act of 1890.

Wool hats are made of Australian, Cape of Good Hope, and the finest of Ohio, Texas, and California wools which have been classified in bills previous to the present tariff law, and we presume will be in the bill now under consideration, as wools of the finest class or grade, dutiable at the highest rates; yet the hats which we manufacture from these first-class wools are classified with such articles as blankets, dutiable at the lowest rates in the woolen schedule, and made from wools of the second and third class.

The cost of manufacture of wool hats includes probably a larger percentage of labor than that of any kind of woolen cloth from which other wearing apparel is made, as each hat is handled separately, from the first process to the last, and before it is completed it passes through more than twenty-eight distinct operations.

To illustrate the injustice of the present classification of wool hats we would call your attention to the following facts:

Boots of wool felt, which are made of the lowest grades of wool, are dutiable at



the highest rates. Hats and caps of cloth manufactured from Australian, Cape, Ohio, and similar high-grade wools, are dutiable at the highest rates, whereas wool hats (our product) made from these same wools are placed in the lowest schedule with blankets.

It may seem strange to your committee that although "hats of wool" have been classified with "blankets" in tariff laws of the past that the wool-hat industry has offered no strong objection thereto. The reason is that the foreign product has not seriously interfered with American manufacture until the present time. A market has recently been created and agencies established through which large quantities have been placed to the great injury of our home manufacturers.

During the fiscal year ending June 30, 1896, although a period of great business depression, the importation of wool hats and bodies has increased over 100 per cent, and will undoubtedly continue to increase to a larger extent, as every prominent foreign manufacturer is represented here by special agents to force and encourage the sale of their goods.

We feel fully satisfied that you will recognize the justice of our complaint, and would request you to remove "hats of wool" from the blanket paragraph, 282, Schedule K, and classify them in paragraph 283, inserting in said paragraph the following wording: "Hats of wool, or partially manufactured, including wool hat bodies."

We much prefer to have hats of wool and bodies specially provided for, that there may be no doubt in regard to the correct interpretation of the law; yet if in your judgment you consider it unnecessary to make special mention of our product and that the same result would be accomplished by simply erasing "hats of wool" from paragraph 282, thus placing wool hats with all other manufactures of wool not specially provided for, we shall abide by your decision.

We have every confidence in your wiser readjustment of the duties to be imposed on the articles included in paragraph 282, Schedule K, in accordance with the duties which your committee may decide upon on raw wool, and shall feel satisfied if you place hats of wool, wholly or partially manufactured, including wool-hat bodies, in that paragraph.

This we most earnestly urge, as wool hats are certainly wearing apparel.

Respectfully, yours,

EDWARD D. TOMPKINS, *Middletown, N. Y.*,

HALL F. BALDWIN, *Yonkers, N. Y.*;

J. M. TENNEY, *Methuen, Mass.*,

JOHN R. MILLER, *Reading, Pa.*,

J. G. MOHN, *Reading, Pa.*,

*Representing Wool Hat Manufacturers of the United States.*

Mr. TURNER. Are you a manufacturer?

Mr. RINKE. I am not. Mr. Tomkins is the manufacturer.

Mr. TURNER. What are your relations to this business?

Mr. RINKE. My relation is that I sell to the wool hatters.

Mr. TURNER. You are an importer?

Mr. RINKE. I am an importer of materials used for trimming hats.

Mr. TURNER. What kind of trimmings?

Mr. RINKE. Felts around the hats, nothing inside the hat; bindings and bands that finish the hat.

Mr. TURNER. What would be the difference in the rate which your amendment would bring about? Would it transfer this article from one clause of the act to the other?

Mr. RINKE. You see what we ask is to be put in the same clause—we use first-class wools and we are put in the third-class protective tariff rate.

Mr. TURNER. What is the difference in the rate?

Mr. RINKE. The Wilson bill has 35 per cent ad valorem and the McKinley tariff law—

Mr. TURNER. I am talking about the two clauses. You want to go from one to another.

Mr. RINKE. Twenty-five per cent and 35 per cent. Under the 25 per cent schedule no hat bands are imported. They all come under the highest grade, because the wool used in those hats is of the first class.

Mr. TURNER. You want 35 or 25 per cent?



Mr. RINKE. We want a duty as near the schedule as other manufacturers of woolen goods carry. We manufacture from first-class wool. We do not ask for a special schedule. We are satisfied that you will do what is right for us. We should be put in the class of other manufacturers of wool who are using the same material that we are—first-class wool.

Mr. TURNER. The association that you are speaking for now makes the cheap hats?

Mr. RINKE. They make wool hats from the lowest to the best grades. Next in quality to the wool hats are the fur hats, made of rabbit hair, coon hair, etc. We make the hat used by the common, plain people.

Mr. TURNER. Has the price of those hats declined in the last two or three years?

Mr. RINKE. It has.

Mr. TURNER. How much?

Mr. RINKE. Not a great deal, but fully 5 to 10 per cent.

Mr. TURNER. Have the consumers of those hats had the full benefit of free wool?

Mr. RINKE. They had, but it did not do them any good.

Mr. TURNER. Why? That is what I am trying to get at.

Mr. RINKE. The importation that bothers us is this: In former years we could keep our factories open and employ our hands three or four months ahead of time in making these hats. That was done away with because they come over from the other side. They do not go into other industries; they are sold to another part of the hatting industry—what we call straw hatting industry. They have no capital invested in machinery nor plants.

Mr. TURNER. We have difficulty in understanding each other. Let me question you further with a view of learning what effect the change in the wool law has had on hat manufacturers. Do your people import shapes or bodies?

Mr. RINKE. No, sir; we make all our hats here. The people I represent do not import a cent's worth. That is why we want to be protected.

Mr. TURNER. How much protection do you want against these shapes and bodies?

Mr. RINKE. We want a protection as near as possible to the McKinley tariff rates on manufactures of first-class material. This kind of wool, as far as I recollect about it, was 44 cents per pound and 50 per cent ad valorem under the McKinley law.

Mr. TURNER. You want to reinstate it at the McKinley rate?

Mr. RINKE. Yes, sir; that rate, or as near as possible to it.

Mr. TURNER. You want to be compensated for the wool duty, and you want about 50 per cent for your own protection—your own association?

Mr. RINKE. I can tell you the name of the association. There is hardly an article that is sold as close to the cost and with as little profit as hats are.

Mr. TURNER. What does a plain wool hat retail for now?

Mr. RINKE. There is a gentleman over there who can answer. Mr. Waring, can you answer?

Mr. WARING. The average price is about \$4.50 a dozen, and I suppose they would retail at about double that price.

Mr. TURNER. Taking that basis to calculate from, how high do you want to make hats to the consumer so as to make it profitable to the manufacturer?

Mr. RINKE. We will not raise the price of our hats a cent.

Mr. TURNER. Then why do you want a raise in the duty?



Mr. RINKE. To get our mills going again, which we can not do at present with bodies coming in.

Mr. TURNER. If you do not get any more for your hats how will that help you?

Mr. RINKE. But we can employ machinery. We can make more goods and consequently sell more.

Mr. TURNER. That is to say, if you are selling hats on a certain basis now with hats being imported under the present law, taking that as a starting point, you can do better on the same prices with foreign hats excluded.

Mr. RINKE. Certainly. We can make all that is coming into the country now, and we can make more, because those hats coming in bother us all the time.

Mr. TURNER. Why?

Mr. RINKE. Because jobbers and people to whom we have been selling are not buying freely. We are having this surplus of hats imported. They can not buy here and there too.

Mr. TURNER. You mean to say that this is a surplus?

Mr. RINKE. No; not a surplus.

Mr. TURNER. Doesn't that surplus help to depress prices some or put down the cost of hats to the consumer?

Mr. RINKE. It did not have that effect.

Mr. TURNER. Then how are you hurt?

Mr. RINKE. We are hurt by less work and less output of the mills.

The CHAIRMAN. In other words, you can make the goods 15 or 20 per cent cheaper when the mills are running all the time?

Mr. RINKE. Yes, sir; that is it. Our wool-hat mills stood idle for the greater part of the time during 1895 and 1896.

Mr. TURNER. If you keep out the foreign hats and increase the productiveness of your mill, as the chairman suggests, so that you make many more hats, would not that have the effect of making the foreign hats cheaper in the end?

Mr. RINKE. I don't think so.

Mr. TURNER. Would they go up, too?

Mr. RINKE. If our hats are put in the clause where they belong in this tariff, I think it will keep the foreign hats over there and they will not be sent here.

The CHAIRMAN. You want to be able to employ your hands a little longer in the year.

Mr. RINKE. Yes, sir; that is what we are after. There are a great many employed in the business and they make a very scant living. In this branch of the business the laborers are paid poorer than in any other branch.

Mr. TURNER. If you stimulate the domestic industry, then you would have greater competition among yourselves.

Mr. RINKE. That is a thing we have to fight out among ourselves. We will not be bothered about that.

Mr. TURNER. You mean, then, to say that the consumer gets no benefit?

Mr. RINKE. I do not think the consumer would get a benefit; but he won't lose anything.

Mr. TURNER. He is not interested in this business at all?

Mr. RINKE. No, I don't think so. The difference in price doesn't amount to an iota.

Mr. TURNER. The wearer of the hat is not interested in this scheme?

Mr. RINKE. No; he is not, a particle. It is simply the industry producing the hat which is interested.



Mr. TURNER. Have you been entirely frank about this?

Mr. RINKE. Yes, sir.

Mr. TURNER. I will not question it, then, if you say you have.

Mr. RINKE. Yes, sir; I have been.

Mr. TURNER. This proposition is to put up the duty on the wool, which will increase the compensatory duty to the manufacturer, and the manufacturer is asking still further protection against the importers of the foreign article; and yet when all these things are done you do not expect the wool hats will be any higher to the consumer.

Mr. RINKE. I do not think so. [To Mr. Waring.] Do you think wool hats will sell higher?

Mr. TURNER. I am asking you.

Mr. WARING. I think it will increase the price of hats, but it will keep the labor better employed. To-day one-half the wool-hat factories are closed. The one I represent is closed.

Mr. DOLLIVER. What do these hats costing 37½ cents sell for?

Mr. WARING. Fifty to 75 cents.

Mr. TURNER (to Mr. Rinke). Your theory of the tariff, then, is to benefit the laborer in the increase of his income and make the purchase of the hat as cheap as ever?

Mr. RINKE. I think that would be about it.

Mr. STEELE. Anyhow, he would then have money with which to buy the hats.

Mr. McMILLIN. Your proposition is to put a duty on raw wool, and then put a compensatory duty on the finished article. Now, if that duty is put on raw wool, can you make a hat as cheaply out of wool thus taxed as you can out of wool that is not taxed?

Mr. RINKE. I don't think we can.

Mr. McMILLIN. The only effect of putting that duty on would be to increase the price of the wool, and thereby to that extent to increase the price of the hat made of it.

Mr. RINKE. It would to a certain extent; but, as our chairman said, by being able to run our factories all the year round we get out hats at a lower cost of production, and even if admitting the hats would cost so much more for having a duty on wool, I do not honestly think it would make any very great difference to the consumer, and I believe we would sell the hats at almost the identical price under the reenactment of the McKinley tariff rates.

Mr. GROSVENOR. Do you use anything else but wool?

Mr. RINKE. We do not use any shoddy or anything of that kind.

Mr. GROSVENOR. Do you use any tops or noils?

Mr. RINKE. No; sometimes we use a few noils. We use first-class wools.

Mr. GROSVENOR. Your principal raw material is first-class wool?

Mr. RINKE. Yes, sir.

#### MEMORIAL SUBMITTED BY THE CLOTH HAT AND CAP MANUFACTURERS OF THE UNITED STATES.

NEW YORK, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned, engaged in the manufacture and sale of cloth hats and caps in the United States, respectfully request your committee to examine in their behalf the following considerations:

The industry in which we are engaged has, since the passage of the



act of Congress commonly called the Wilson bill, been practically paralyzed by reason of the insufficient or low rate of duty imposed upon foreign caps manufactured from cloth, cassimere, or tweeds, extensively imported to this country.

Under the existing provisions of law which prescribe the rates of duties, a duty of 50 per cent ad valorem is imposed upon cloth caps valued at \$1.50 per pound, and 45 per cent ad valorem upon cloth, cassimere, or tweed caps, valued at less than \$1.50 per pound.

The act of 1890 imposed a duty of 60 per cent ad valorem in addition to a specific duty of four and one-half times the amount of the duty imposed upon a pound of unwashed wool of the first class, to wit, at the rate of 11 cents per pound.

It is earnestly submitted that the radical and unreasonable decrease of duties upon this class of manufactured merchandise by the Wilson bill has rendered it impossible for the manufacturers engaged in this business in this country to continue in business, because the prevailing rate of wages paid to operators, in addition to the current price of merchandise, precludes the earning of any profit whatsoever upon the domestic manufactured product, if it must be sold in competition with a product manufactured under better and more advantageous conditions.

The existing rate of ad valorem duty is insufficient without specific duties to equalize the differences at present existing between the cost of labor at home and abroad, and thus disenables the domestic manufacturer subjected to increased cost of labor to compete with the more favored foreign manufacturer.

It should be accepted as an incontrovertible fact that the item of labor in this country is double the similar item in Great Britain or upon the Continent of Europe, and that all other incidental manufacturing costs are excessive in an equal degree in favor of the foreign manufacturer as against the home manufacturer, to wit, cost of plant, maintenance, labor, taxation, rate of interest upon capital, etc.

This necessitates the expenditure of a larger amount of money to establish the plant, as well as to manufacture or produce the same quantity of goods in this country than is required in Great Britain or Europe, and bears upon the question of profit in a like ratio.

An illustration of the comparative cost of 1 dozen cloth caps in this country as compared with the cost in Europe will afford a practical demonstration of the argument:

*The cost of production in the United States.*

|                                                  |         |
|--------------------------------------------------|---------|
| Labor .....                                      | \$1. 00 |
| Merchandise .....                                | 1. 70   |
| Manufacturing expenses (exclusive of labor)..... | .30     |
| Total .....                                      | 3. 00   |

*The cost of production abroad.*

|                                                  |         |
|--------------------------------------------------|---------|
| Labor .....                                      | \$0. 50 |
| Merchandise .....                                | .90     |
| Manufacturing expenses (exclusive of labor)..... | .15     |
| Total .....                                      | 1. 55   |

It is thus shown that it would cost \$3 per dozen to manufacture 1 dozen cloth caps in this country, as against \$1.55 to manufacture the same quantity abroad, demonstrating that the increase or excess of cost of the domestic item over the foreign item is dependent upon labor and cost of material.



The same article (cap) manufactured in this country, costing 85 per cent over the foreign article, shows that the present tariff is neither ample enough nor sufficiently prohibitory to secure to the home industry sufficient protection from unfair competition with the foreign industry, and imperatively requires that some imposition upon the foreign article by way of duty should be added to the item of cost of home labor over that of foreign labor and equalize the products in open market.

The significance of the percentage of increase in the importation of this class of merchandise to this country during the past three years is not equaled by a similar increase in any other class of merchandise, and is, we think, unequaled in the history of any other industry during the same period in its ruinous effects upon the home industry.

The present tariff is inequitable and mischievous, because of the opportunity and inducement it affords for undervaluation and fraud upon the customs, and again because it wholly fails to recognize the advantages which the foreign manufacturers have in the fluctuation of merchandise and cheaper labor than is afforded to the home manufacturer.

With these elements working and discriminating against the home manufacturer, it is hardly cause for marvel that not only has the industry in this country languished, but that it has been almost destroyed.

The remedy lies, it may be stated very tersely, in an increase of duty upon the foreign article in such form that the home manufacturer may directly appreciate the equality which it will grant him in the competition with the foreign article and take away from the foreign manufacturer the advantages of lessened cost of labor and material and "cheap labor."

If, therefore, your committee impose an additional duty of at least 50 per cent to the imported article in classes varying with the degree of quality, it would further and foster the home industry and restore to it the prosperity which it enjoyed under the act of 1890.

It is in no selfish sense that this appeal is made by us as manufacturers, because it is equally made in behalf of the laborer employed in this industry throughout the country.

We are justified by the experience which we have had under the act of 1894, if only in viewing its ruinous effects upon the employment of labor and its effect upon the manufacturer, in asking your committee to restore the rate which prevailed under the act of 1890, and that if this relief is granted it will prove a blessing to unemployed thousands, greater and of more signal benefit than any charity which can be bestowed upon them.

MARK DAVIS, *43 West Fourth street, New York.*

HIRSCHBERG & Co., *15-17 Waverley Place.*

NEUFELD & SCHLESINGER, *222-224 Greene street.*

B. LEDERER & SON, *215-217 Greene street.*

SALI SIMONSON, *197-199 Greene street.*

S. S. HIRSCHBERG, *199-201 Greene street.*

H. LICHTENSTEIN & SONS, *170 Greene street.*

LASKY & LEVY, *24-26 West Fourth street.*

OESTREICHER & MEYER, *579 Broadway.*

ISAAC PACHNER, *148 Wooster street.*

H. ROSENBAUM & SONS, *167-169 Wooster street.*

HEIN & FOX, *44-48 West Third street.*

I. DUNIER, *Boston, Mass.*

CHAS. TOBIAS & BRO., *Cincinnati.*



## COMPENSATORY DUTY NECESSARY.

NEW YORK, *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We write as manufacturers of wool hats and hat bodies regarding the proposed duty on wool. Felt hats and hat bodies are made either from wool or from the fur of the rabbit. Wool is now free, and the rabbit fur on the skin is now free.

If a duty is put on wool, we ask that a corresponding duty be put on hatters' furs on the skin.

Without such an adjustment our industry must be abandoned.

MATTEAWAN MANUFACTURING Co.

## WOOLEN MACHINE BLANKETS.

(Paragraph 282.)

## DUTY ONLY NEEDED FOR REVENUE PURPOSES.

BOSTON, *January 4, 1897.*

## COMMITTEE ON WAYS AND MEANS:

Being the representative of one of the five manufacturers in England of woollen machine blankets for paper and pulp machines whose products come to this country, I would merely say, without going into minute details at this time, that we could not import, carry in stock, and travel over the country and sell our goods in the general uses at the same prices the mills are now buying American goods should there be no duty, absolutely free.

This can be proven by American price lists and discounts against foreign prices, the latter obtained at customs, if needed. Our goods are pure wool.

Up to the McKinley Act the duty was about 48 to 54 per cent, and with a duty on wool. Under that act it was about 100 per cent on a general assortment of goods—115 per cent in some cases. To-day we have free wool and 45 per cent on our goods, and our importations growing less and less. The result is that no revenue of any account comes to the Government, while thirty years ago when I was first in this branch of trade, hardly any felts, so called, were made in this country, while now about fifteen mills have been built and they command the largest part of the trade. Some mills use sparingly the imported goods at prices far above the American.

Taking the grades and proportionate sizes generally used, our mills can buy for \$97.19 (on which the woollen mill makes a profit) the American felts and jackets which would cost to import ready for business \$92.25, free of duty, and to which selling expenses must be added.

There would appear to be no extra rate of duty for protection required and a very small rate, 10 to 15 per cent, for revenue's sake.

STEPHEN G. TRAIN,  
*Representing James Kenyon & Son, England.*



## READY-MADE CLOTHING.

(Paragraph 284.)

### MEMORIAL SUBMITTED BY THE MERCHANT TAILORS OF NEW YORK CITY AND BROOKLYN.

NEW YORK, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We, the undersigned, merchant tailors of the cities of New York and Brooklyn, respectfully petition your honorable body that you will increase the duty on ready-made clothing imported from foreign countries, and favor the passage of House bill No. 10058.

A. RAYMOND & Co., *Nassau and Fulton streets.*  
HENRY A. RITCHIE, *140 Fulton street, New York City.*  
ROSENBERG BROS., *152 Fulton street.*  
N. MARKS & BROS., *145 Fulton street.*  
SPERO BROS., *98-100 Nassau street.*  
BYCK BROS., *southwest corner Fulton and Nassau streets.*  
PELL & SHILLAK, *116 Fulton street.*  
MORRISON & Co., *106 Fulton street.*  
LAZARUS SPERO, *93 Nassau, 135 and 137 Fulton streets.*

### MEMORIAL SUBMITTED BY THE MERCHANT TAILORS' EXCHANGE OF BOSTON, MASS.

BOSTON, *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

At a meeting of our exchange held last evening it was voted that we express to you our earnest hope and wish that our trade be recognized as worthy of at least a fair protection. We feel that under existing laws the duty levied on clothing embracing added process of manufacture, one in which labor is paid at least 200 per cent more than abroad, is but a fraction above that we pay on the cloth, which is our raw material. We feel and know that there is no other industry in our country that has suffered as much by reason of unjust discrimination in the tariff laws as merchant tailoring.

JOSEPH E. SELFE, *President.*  
SAM'L H. SPRING, *Secretary.*

## KNITTED FABRICS.

(Paragraph 285.)

### STATEMENT SUBMITTED BY THE KNITTED FABRICS COMPANY, OF METHUEN, MASS.

METHUEN, MASS., *January, 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

In the adjustment of the new tariff measure it is of vital importance to knit goods manufacturers that their fabrics be classed, as in the McKinley bill, with woven goods, and no distinction made as to the manner of fabrication.

We have been badly injured under the unjust rate of the Wilson



bill, which has permitted the German and English cloths from knitting frames to displace almost entirely our own goods, so much so that where our yearly sales were, for this company alone, from \$150,000 to \$200,000 on one line, we have sold less than \$20,000 worth, all told, since the enactment of the present tariff law, our goods being displaced by imported cloth at prices too low for us to meet.

This particular fabric is made from fine-numbered worsted yarn above No. 60 in size, and while woven goods from such yarns have, under the present bill, 50 per cent duty, the knit fabric pays but 40 per cent, and when brought in in the unfinished state, less.

These same conditions apply to all lines of knitted fabrics manufactured by this company.

We claim that our knit goods should be classed with woven fabrics, as in the McKinley law. A duty of 60 per cent ad valorem on a free-wool basis, or 50 cents per pound specific, would, in our judgment, be sufficient protection to give us our own markets.

KNITTED FABRICS CO.,  
By EDW. L. WOOD, *Treasurer*.

## COACH LACE.

(Paragraph 286.)

### A COMPOUND DUTY WANTED TO PREVENT UNDERVALUATION.

BRIDGEPORT, CONN., *January 7, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The article that we have been manufacturing since 1837 i. e., coach lace, is classified in Schedule K, paragraph 286 of law of 1894. The change made between the McKinley bill and the present bill makes a difference of 7 cents on the cost of our goods or a reduction of 15 per cent on selling price. Our business is very limited, as coach lace is only used in coach work. Our once profitable business is now run at a loss, and will shortly be ruined by the importation of foreign goods at present low rate of tariff. What we ask is that this article of coach lace be kept in the same class that it now is, and be subjected to whatever increase the woolen schedule receives, and which we trust will be a compound duty. We suffer greatly from undervaluation on these goods.

THE BRIDGEPORT COACH LACE CO.,  
F. J. NARAMORE, *Secretary*.

## COVERED BUTTONS.

(Paragraphs 286 and 300.)

### THE PRESENT CLASSIFICATION SATISFACTORY.

#### COMMITTEE ON WAYS AND MEANS:

For a great number of years covered buttons have been in the wool schedule and in the silk schedule, where we are satisfied to have them remain, enjoying such protection as is given to other manufacturers of wool or silk goods.

Under the McKinley law we had 60 cents per pound and 60 per cent ad valorem on goods made from wool, worsted, etc., and on buttons made from silk goods, or of which silk is the component material of chief value, we had 50 per cent ad valorem.



Under the Wilson law the above rates were reduced to 50 per cent ad valorem on wool or worsted goods, and 45 per cent ad valorem on silk goods.

What we intended to convey in our paper, hastily drawn and handed to your honorable committee, was that we are content to have them remain in the schedule as above mentioned, enjoying such protection as will be given to other silk or woolen goods.

Regarding button forms, consisting of lasting, mohair, cloth, silk, or other manufactures of cloth, woven or made in patterns of such size, shape, or form, or cut in such manner as to be fit for buttons exclusively, duty upon which is now, and has been since 1862, 10 per cent ad valorem, we would say it is a matter of vital importance to all manufacturers of covered buttons in this country that the duty on these materials should remain at 10 per cent ad valorem.

The material cut as above is considered a raw material by the button manufacturers, and in the qualities and grades imported can not be produced in this country; and unless continued dutiable at 10 per cent, the covered-button industry of this country would be ruined, as any increase on the duty on said materials would increase the cost of the manufactured button in this country to such an extent that it would be impossible for us to compete with the foreign manufacturers of covered buttons.

WM. H. CHAPMAN,  
*President of Williston & Knight Co.*

A. W. NEWELL,  
*Vice-President of Newell Bros. Mfg. Co.*

## WOOLEN RUGS.

[Paragraph 287.]

### STATEMENT OF ROBERT STUNTZ, OF NEW YORK CITY.

THURSDAY, *January 7, 1897.*

Mr. STUNTZ said: Mr. Chairman and gentlemen of the committee, I represent an industry which is comparatively new. The industry as yet is not very large nor does it employ many hands, but if we are properly protected we will be able to enlarge and give employment to many. I have with me a couple of samples which I would like to show the committee.

(Mr. Stuntz exhibits to the committee samples of rugs.)

Mr. TURNER. Is this jute?

Mr. STUNTZ. No, sir; it is wool.

Mr. TURNER. What is this [referring to another sample]?

Mr. STUNTZ. It is a hand-tufted rug.

Mr. TURNER. Is it all wool?

Mr. STUNTZ. One is wool and the other sample is worsted.

Mr. TURNER. What do you call this [referring to another sample]?

Mr. STUNTZ. It is the same fabric, hand tufted, only it is of finer quality.

Mr. TURNER. Is it a new fabric—new in the trade?

Mr. STUNTZ. It is comparatively new in this country.

Mr. TURNER. Are these like the rugs made in Smyrna?

Mr. STUNTZ. Exactly, just the same.

Mr. STEELE. What does it cost per square yard?



Mr. STUNTZ. That one about \$15 or \$16.

Mr. DOLLIVER. What is the foundation?

Mr. STUNTZ. That is jute; we sometimes use wool. There are 4 pounds of wool in that green sample. Rugs of this kind, like this green sample, are made in Germany, France, and England, but more in Germany. It cost to produce this in Germany \$2.46 per square yard, whereas it costs me to make it \$5.11.

Mr. DALZELL. Where is your factory?

Mr. STUNTZ. It is in New York City.

Mr. DALZELL. Is it the only factory of the kind in the country?

Mr. STUNTZ. Yes, sir; the only one.

Mr. TAWNEY. How much did you say it cost you to manufacture this?

Mr. STUNTZ. It costs \$5.44 to manufacture that.

Mr. TAWNEY. How much does it cost in Germany?

Mr. STUNTZ. \$2.46 in our money.

Mr. TAWNEY. What is the principal item entering into the cost of its production; is it labor?

Mr. STUNTZ. Yes, sir. I pay here \$1.87 a square, and it costs in Germany 1 mark; that is 39 cents a square yard; they pay 39 cents for the same thing that I have to pay \$1.87 for.

Mr. DOLLIVER. And at what rate is it scheduled now?

Mr. STUNTZ. Thirty-five per cent ad valorem. It comes under the item paragraph 287, Aubusson, Axminster, Oriental, Berlin, and other similar rugs.

Mr. DALZELL. Do you mean to say that the wool after having been woven is cut off by hand?

Mr. STUNTZ. All of it is done by hand. It is the same fabric as the Oriental. It is a fabric that only the wealthy class can buy. We make them in America in any size, design, or color, and whatever quality desired.

Mr. TAWNEY. Is your factory the only one in this country?

Mr. STUNTZ. Yes, sir.

Mr. TURNER. For what do you sell that green carpet?

Mr. STUNTZ. At retail we get about \$8 a square yard.

Mr. TURNER. I must have misunderstood you. I thought you said about \$14.

Mr. STUNTZ. That is a different sample. That is a finer quality.

Mr. TURNER. What does that retail for in Germany?

Mr. STUNTZ. This quality would sell for what it costs me to make it here—about \$6 in our money; from \$5 to \$6. It costs \$2.46 to make it in Germany, and it is sold over there for export to America, sold to jobbers here and retailed, and sold to the consumer from the retailer, whereas I sell it directly to the consumer. I could not exist except for that.

The CHAIRMAN. At what price is it sold abroad per square yard?

Mr. STUNTZ. About \$4.50.

The CHAIRMAN. For the green carpet?

Mr. STUNTZ. Yes, sir.

The CHAIRMAN. What can it be made for here?

Mr. STUNTZ. It will cost me \$5.11 a square yard.

Mr. DOLLIVER. Can it be woven by machinery?

Mr. STUNTZ. No machine has been invented that can weave it.

Mr. TURNER. You want such a duty as will enable you to sell it at about \$8?

Mr. STUNTZ. Yes, sir. As I have said, I can only sell it to the consumer.



The CHAIRMAN. Will you file a statement in writing showing the cost abroad and the cost here?

Mr. STUNTZ. Yes, sir.

The CHAIRMAN. Could this be sold at \$6.75 per square yard—this one here [indicating]?

Mr. STUNTZ. Yes; \$5.11 is my actual cost in making it.

The CHAIRMAN. Would \$6.75 be a paying price per square yard?

Mr. STUNTZ. Hardly; I would have to pay my expenses out of \$6.75. It costs \$5.11 to make it.

Mr. RUSSELL. Are you the only manufacturer of this kind of goods here?

Mr. STUNTZ. Yes, sir.

Mr. RUSSELL. How long have you been manufacturing it?

Mr. STUNTZ. Ten years.

Mr. RUSSELL. Nobody else will undertake to manufacture this?

Mr. STUNTZ. No, sir.

Mr. RUSSELL. Why not?

Mr. STUNTZ. Because we have no protection on it, and I have only been struggling along all the time, and the only way that I have been able to produce it is by selling it direct to the consumer. I have simply managed to pay my expenses. I ask the committee to consider my claim. I think I should be given a reasonable protection on these goods.

Mr. DOLLIVER. Is any of this imported?

Mr. STUNTZ. Enormous quantities. Great quantities come in from the Orient.

Mr. DOLLIVER. But I mean this particular thing.

Mr. STUNTZ. That is the same thing. The oriental carpets are brought in at 35 per cent ad valorem, and they are undervalued.

The CHAIRMAN. What is the commercial name of this?

Mr. STUNTZ. It is a real Axminster carpet.

The CHAIRMAN. It is a little more than that, isn't it?

Mr. STUNTZ. No; it is a real Axminster. All real Axminsters are made by hand, the same as oriental carpets.

The CHAIRMAN. But Axminsters are made by machinery.

Mr. STUNTZ. No; that is really not true as to real Axminsters. This fabric is Axminster. It is true that they claim some cheaper grades are Axminsters, but they are not. You hear of some being quoted as low as \$1 a yard, but real Axminsters are the production of hand.

Mr. TAWNEY. What general name can you apply to this?

Mr. STUNTZ. They call similar goods Berlin carpets and oriental carpets.

Mr. RUSSELL. Can you tell the amount of production, in yards or some other way, that you make of these goods a year; that is, your output?

Mr. STUNTZ. Very small, comparatively. We employ about 45 people, and we turn out about, say—I don't know, exactly.

Mr. TAWNEY. Is there such a demand for these goods that others would go into the business in the event that the duty was increased?

Mr. STUNTZ. Oh, yes, sir; I would like to see them come in and make the goods. There is an enormous amount of those carpets used. They come from Paris, they come from Germany, and come from England, and last, but not least, the Orient. It floods the country. Oriental carpets, as you know, are sold here very extensively.

Mr. TURNER. Most of them are imitations, are they not?

Mr. STUNTZ. No; I am speaking of the hand-made carpet. It is brought here and sold here almost at the price of worsted.



## ADDITIONAL STATEMENT SUBMITTED BY MR. STUNTZ.

NEW YORK, *January 9, 1897.*

## COMMITTEE ON WAYS AND MEANS:

Permit me to refer to the verbal statement made before your honorable committee on January 7 in behalf of the industry for the manufacture of fine hand-made rugs and carpets. Your petitioner has been so far the only manufacturer of fine rugs and carpets in this country. The industry has been established since 1885. It has not been able to make any progress on account of the competition with foreign goods, the protection not being adequate to cover the difference between the cheap labor of foreign countries and the labor paid in the United States.

The quality of our fabric is fully up to the imported article. The consume is quite considerable and would offer a large field for employment of skilled labor if the proper protection would be given to the industry.

The manufacture referred to in this brief is the luxury in the carpet line and represents from 65 per cent upward of labor against 35 per cent of material, and is bought exclusively by the wealthy class, which on American principles ought to be perfectly satisfied to protect home industries and pay a price which would enable the American manufacturer to compete with the foreign productions.

It is not only the cheap labor of Europe with which the American manufacturer has to combat, but it is also the prison labor of the Orient which prevents the American laborer from supplying his own market.

In a review on oriental carpets published by the Commercial Museum of the Imperial Austrian Government, Mr. Vincent J. Robinson, a noted collector of fine specimens of rugs, says:

Some years prior to the date of the ruin of the Masulipatam work the Indian Government, for economic reasons unnecessary here to enlarge upon, resolved to employ in the prisons the labor of men sentenced for long terms in such manufactures as were deemed likely to result in an increase of revenue, or rather in the defrayal of the expenses of the prisons. This at first might appear economically found, but it proved the destruction of those industries into which art entered, and its consummation was swifter and more complete than could have been foreseen.

The most important of these was the carpet manufacture, and this industry proved a tempting offer for the jail authorities. Many facilities attended its introduction into the jails, inasmuch as the mere mechanical part of the weaving could be easily taught to the prisoners. The more subtle and artistic elements of the art were not appreciated by the authorities, who, indeed, knew nothing of them. The result of this action was that carpet designs and plant were introduced into the jails, and the works were carried on very much on the European plan. European dyestuffs and methods were introduced, and, on the supposition that precision of detail was an improvement, this was enforced as far as possible. Men perfectly ignorant of the work were set to do it, and, as the cost of the labor or maintenance of the prisoners was not taken into account, it was possible to sell their productions at very reduced prices when compared with those of the native weaver, who had to pay for everything. Formerly the rulers and princes of the country were the manufacturers, and the carpets were made by people in their employment and under their roof. We thus perceive how great was the disorganization resulting from this new order of things. Its effect upon carpets was that, such as they were, they sold at prices with which the native weaver was no longer able to compete.

Further, the European merchant, anxious to find another channel of escape from the increasing difficulties of remitting the value of the depreciated rupee money to Europe, seized upon any kind of article of commerce that offered for exportation. Every encouragement was thus afforded and the way smoothed for trade versus art; and notwithstanding all the protests made by those who became aware of the threatened dangers, the manufacture went on in the jails and the art languished.

Such is a brief outline of the decline and extinction of Indian art carpets, extending over the thirty-five years of the writer's connection with its history.



It seems fair under such circumstances to ask protection bordering on prohibition, and it is therefore useless to make comparisons of wages between India and America; but I take the liberty of making a statement to your honorable committee of the cost of manufacture of a given quality of rugs in Europe and in America, a quality called ushak, a sample of which I had the honor to exhibit at the hearing, which comprises only material and actual labor, and excludes all expenses such as superintendency, rent, taxes, interest on capital, office and selling expenses.

| <i>Cost in Europe per square yard.</i>                  |               | <i>Cost in America per square yard.</i>              |      |
|---------------------------------------------------------|---------------|------------------------------------------------------|------|
|                                                         | <i>Marks.</i> |                                                      |      |
| 4 pounds dyed yarn, at 1.75 marks .....                 | 7.00          | 4 pounds dyed yarn, at 60 cents per pound. \$2.40    |      |
| Wages on 18,769 tufts, at 1 pfennig per 100 tufts ..... | 1.87          | Wages on 18,769 tufts, at 1 cent per 100 tufts ..... | 1.87 |
| 2 pounds jute yarn, dyed .....                          | .70           | 2 pounds jute yarn, dyed, at 12 cents .....          | .24  |
| Finishing .....                                         | .30           | Finishing .....                                      | .25  |
| Designing .....                                         | .38           | Designing .....                                      | .35  |
| Total .....                                             | * 10.25       | Total .....                                          | 5.11 |

The weight of a square yard of the fabric referred to in the above statement of cost is 6 pounds, and I therefore respectfully suggest that hand-made rugs and carpets, not including oriental manufacture, should pay a specific duty of 50 cents per pound in order to cover the difference of cost of manufacture and the difference of the cost of rents and expenses between the foreign and American fabric.

At the above rate of duty the foreign manufacturer still retains an advantage over the domestic manufacturer on the finer qualities, which, while they weigh less per square yard, being made of finer-spun material and lower pile, represent more labor and a higher cost.

On oriental manufacture, where the labor is an insignificant part of the cost, the weight per square yard is less than the weight of European and American manufacture. There should be levied a specific duty of at least 75 cents per pound.

These calculations are based on a compensative duty on raw wool.

On rugs and carpets woven in one piece to fit a room, made on hand or power looms, such as Axminster, Aubusson, and other qualities, the former duty of the McKinley Act, 45 per cent ad valorem and 60 cents per square yard, should be reinstated, but calculated on the specific system entirely, in order to give the American industry opportunity to compete with the foreign manufacture.

The above statement is respectfully submitted to the favorable consideration of your honorable committee.

ROBERT STUNTZ.

## RATES RECOMMENDED.

### SCHEDULE AND RATES SUBMITTED BY THE LYMANSVILLE COMPANY, OF PROVIDENCE, R. I.

PROVIDENCE, R. I., *January 2, 1897.*

DEAR SIR: In looking over the various tariffs, we feel that the following would prove the most satisfactory all around:

Wool of all kinds, 40 per cent.

Noils, shoddy, all worsted and woollen rags and waste, 5 cents per pound and 40 per cent.

\* Equal to about \$2.46.



Wool and worsted tops of all kinds, 10 cents per pound and 40 per cent; colored, of all kinds, 15 cents per pound and 40 per cent.

Wool and worsted roving of all kinds, 15 cents per pound and 40 per cent; colored, of all kinds, 20 cents per pound and 40 per cent.

Wool and worsted yarn of all kinds, 20 cents per pound and 40 per cent; colored, of all kinds, 25 cents per pound and 40 per cent.

Wool and worsted cloth, gray or colored, of all kinds, 35 cents per pound and 40 per cent.

Wool and worsted clothing, ready made, 45 cents per pound and 40 per cent.

All duties payable in gold within thirty days after arrival. Reciprocity included.

Any change made should be in the ad valorem, leaving the pound duty permanent, as dividing lines have always caused trouble.

A. ALBERT SACK,  
Of the Lymanville Co.

### SCHEDULE AND RATES SUBMITTED BY WILLIAM TINKHAM & CO. OF HARRISVILLE, R. I.

HARRISVILLE, R. I., *January 4, 1897.*

DEAR SIR: We recommend the following duties on wool and worsted yarns:

*Raw material.*—The duty on wool of the sheep, hair of the goat, camel, and other like animals, 8 cents per pound; if scoured, two and one-half times the rate of greased wool. On thread waste and ring waste, 9 cents per pound. On slubbing waste, ring waste, and noils, 11 cents per pound.

*Worsted yarn.*—Worsted yarn costing 35 cents per pound or under in all numbers up to and including thirties, 18 cents per pound and 10 per cent ad valorem, and in addition thereto, on all numbers above thirties, if single on tubes, one-fourth cent per number per pound; if two or more ply, one-half cent per number per pound. Worsted yarn costing from above 35 cents per pound to 65 cents per pound, in all numbers up to and including thirties, 22 cents per pound and 10 per cent ad valorem, and in addition thereto, on all numbers above thirties to forties, if single on tubes, one-fourth cent per number per pound; above forties, if single on tubes, one-half cent per number per pound; if two or more ply, one-half cent per number per pound; above forties, three-fourths cent per number per pound. Worsted yarn costing above 65 cents per pound, in all numbers up to and including thirties, 35 cents per pound and 25 per cent ad valorem, and in addition thereto, on all numbers above thirties to forties, if single on tubes, one-fourth cent per number per pound; above forties, one-half cent per number per pound; if two or more ply, one-half cent per number per pound; above forties, three-fourths cent per number per pound.

We think if the above list, or something near it, could be passed it would be a fair tariff for the manufacturers of yarns.

WM. TINKHAM & Co.

### FORM OF SCHEDULE SUBMITTED ON YARNS AND GOODS.

WOONSOCKET, R. I., *January 11, 1897.*

COMMITTEE ON WAYS AND MEANS:

We would call your attention to the inclosed method of putting protective duties on yarns and goods in Schedule K. Duties awarded in this manner will be perfectly fair and equal to the interests of both yarns and goods. These duties, being specific, could always be collected, and the industry would enjoy—receive the full protection, as awarded and intended by Congress.

The relative ratio of duties as between manufacturing cost of yarns and goods is equitable and based on actual costs of each, which must of necessity be done, because making yarns and goods are two distinctly separate branches of woolen industry, and must be treated without any



discrimination and with careful regard to the manufacturing or labor cost of each. In support of this argument we would point out that the great discrimination made against goods under the Wilson bill is the fatal mistake which has wrought such depression and ruin to domestic makers of goods. "When Congress placed only 50 per cent ad valorem on woolen industry, and then awarded 40 per cent of this to yarns, leaving balance as protection on goods, they simply ruined the goods makers," and it followed the entire industry, for by shutting up the goods mills you deprived the yarn spinner of his customer or market, and then he suffered in sympathy.

In support of the fairness of our method of putting duties on yarns and goods, we would point out cost of manufacturing yarns and goods and give you a fair comparison of product of each mill. We regard a pound of two-forty white yarn as being equal to a pound, 1 yard, of worsted cloth of 60 picks per inch.

In the average up-to-date yarn mill, the manufacturing cost of 1 pound of two-forty white yarn is 18 to 20 cents, while in the average up-to-date goods mill the manufacturing cost of making this yarn into 1 yard, 16-ounce cloth, 60 picks per inch, is 35 to 45 cents.

Therefore whatever protection is put on woolen industry by Congress must be apportioned to each branch, yarns and goods, in the relative proportion of above manufacturing cost of yarns and goods, if protection is to be fair and equal. This specific protection is in addition to compensating wool duties.

As all former tariff bills have discriminated against goods, we would urge that any such error is carefully avoided. We fully indorse the following schedule or form of putting duties on yarns and goods, as it would be specific, simple, easy of collection, and prevent undervaluation.

On woolen and worsted yarns made wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, and not advanced beyond the condition of singles by grouping or twisting two or more single rovings or yarns together, valued at not more than thirty cents per pound, the duty per pound shall be two and one-half times the duty (—— cents) imposed by this act on a pound of unwashed wool of the first class.

Valued at more than thirty cents and not more than forty cents per pound, the duty per pound shall be three times the duty (—— cents) imposed by this act on a pound of unwashed wool of the first class.

Valued at more than forty cents per pound, the duty per pound shall be three and one-half times the duty (—— cents) imposed by this act on a pound of unwashed wool of the first class.

In addition to compensatory wool duties there shall be collected on worsted yarns:

Up to 1/30, 9 cents per pound; over 1/30 at rate of 3 mills per number (of 560 yards) on singles in white.

Up to 2/30, 12 cents per pound; over 2/30 at rate of 4 mills per number (of 560 yards) on doubles in white.

Up to 2/30, 16 cents per pound; over 2/30 at rate of 5 mills per number (of 560 yards) on doubles in colors, mixed, etc.

On all woolen or worsted goods valued at not more than thirty cents per pound, the duty shall be three times the duty imposed by this act on a pound of unwashed wool of the first class.

Valued at more than thirty cents per pound, and not more than forty cents per pound, the duty per pound shall be three and one-half times the duty imposed by this act on a pound of unwashed wool of the first class.

Valued at more than forty cents per pound the duty per pound shall be four times the duty imposed by this act on a pound of unwashed wool of the first class.

In addition to compensatory wool duties there shall be collected on woolen and worsted goods, 16 ounces weight and below—

Up to 30 picks, 15 cents per yard; over 30 picks, at rate of 5 mills a pick, per inch, on each yard, on Class A—dress goods, linings, knit fabrics of every description, buntings, Italian cloths, or goods of similar description or character.

Up to 30 picks, 21 cents per yard; over 30 picks, at rate of 7 mills a pick, per inch, on each yard, on Class B—piece dye coatings, clay twill mixtures, cloakings, shawls, etc.



Up to 30 picks, 30 cents per yard; over 30 picks, at rate of 10 mills a pick, per inch, on each yard, on Class C—fancy woolen and worsted goods for men's suitings, trousers, and goods not included in preceding classes.

Above 16 ounces weight, proportionable duty for extra weight.

On all goods brought to the United States in any other than American bottom vessels, under the United States flag, there shall be collected an extra duty of 10 per cent over and above that of the foregoing schedule.

All goods in bonded warehouses will be subject to same duties as foregoing schedule immediately upon the above law going into effect.

PERSEVERANCE WORSTED Co.  
And others.

## STATEMENT SUBMITTED AND RATES RECOMMENDED BY ERBEN HARDING & CO., OF PHILADELPHIA.

PHILADELPHIA, *December 30, 1896.*

### COMMITTEE ON WAYS AND MEANS:

Feeling that this is a favorable time for approaching nearly to accuracy and mutual fairness, we venture to submit the accompanying (Appendix A) as a substitute for the present section of Schedule K relating to the duties on woolen and worsted yarns. The basis of 560 yards to the number (or the Bradford worsted number) is specified because the application of the woolen number, or the French or Belgian worsted number, would result in a much higher range of duties than seems necessary.

It is very desirable that the duties on yarns shall not only insure the running of the spinning mills and so employ their full list of operatives all the year round, as was the case from the introduction of spinning into this country to the year 1893, almost without exception, but also allow fair freedom of importations, particularly on specialties.

The phrases used are from the act of 1890 and from the cotton schedule of the present law. There is now no need for repeating the proof of the scientific accuracy of the use of the multiples  $2\frac{1}{2}$ , 3, and  $3\frac{1}{2}$  in making the duty on yarns that is compensatory for a duty on wool.

We wish, however, to call attention to some facts in connection with the operation of these "multiples."

The compensatory duty on yarns in the woolen schedule of the tariff of 1890 was fixed at " $2\frac{1}{2}$ , 3, and  $3\frac{1}{2}$  times the wool duty," according to the price of the yarn abroad; and generally the highest multiple applies to the finest yarns, both in number and quality. How this scheme takes care of the wool duty appears in the calculations following.

In putting a fine Australian wool into worsted yarn there will be, in scouring, combing, drawing, and spinning, after the loss in scouring, a minimum of 16 per cent of the scoured wool come out in noils, leaving 84 per cent for tops; of this about 2 per cent will be taken out in the drawing, another 3 per cent in spinning (hard ends, etc.), and another 5 per cent will be lost in "fly" and "moisture,"—that is, 90 per cent of the tops will come out as yarn. Then 90 per cent of 84 per cent (tops), or 75.60 per cent of the scoured wool, will be the wool material in the yarn. The compensating multiple being " $3\frac{1}{2}$  times," the duty on 100 pounds of greasy wool will be paid by  $100 \div 3\frac{1}{2} = 28.57$  pounds of yarn, or by  $(28.57 \div 75.60) \times 100 = 37.77$  pounds of scoured wool. This shows that the duty on the wool used will not be "compensated" if the wool shrinks over  $100 - 37.77 = 62.23$  per cent.

If, with the same percentage out for noils, wastes, and loss, the multiple "3 times" is used, the duty on 100 pounds of greasy wool will



be equivalent to the duty on  $\frac{100}{3}$ , or  $33\frac{1}{3}$  pounds of yarn; or, on  $(33.33 \div 75.60) \times 100 = 44$  pounds of scoured wool. With this multiple used in compensation, the wool used must not shrink over  $100 - 44$ , or 56 per cent; otherwise the compensation does not cover. If, with this multiple of "3 times" applied to wools not so fine, the percentage of noils is reduced to 12, and the loss from tops to yarn be 8 per cent only, we have  $100 - 12 = 88$  per cent of the scoured wool coming out in tops, and  $100 - 8 = 92$  per cent of the tops coming out in yarn; or 92 per cent of 88 per cent = 80.96 per cent of the scoured wool will be the material in yarn. Then the duty on 100 pounds of greasy wool will be paid by  $(33.33 \div 80.96) \times 100 = 41.17$  pounds of scoured wool; or the wool used must not shrink over  $100 - 41.17 = 58.83$  per cent.

With the multiple " $2\frac{1}{2}$  times" intended presumably for wools still lower in quality, the duty paid on 100 pounds greasy wool is equivalent to that on  $100 \div 2\frac{1}{2} = 40$  pounds of yarn. With the noil at 12 per cent and the loss from tops to yarn 7 per cent, there will be 93 per cent of 88 per cent or 81.84 per cent of the scoured wool in the yarn; and the equivalent of the duty on 100 pounds of greasy wool is paid by  $(40 \div 81.84) \times 100 = 48.87$  of scoured wool. The shrinkage, then, must not be over  $100 - 48.87 = 51.13$  per cent or this multiple fails to compensate.

The working in different mills will show small variations from the above figures, but not enough to materially affect the results given. From these it appears—

That the multiple of " $2\frac{1}{2}$ ," as applied to compensatory duties on yarns, does not allow the use of wool that shrinks over, say, 51 to 52 per cent.

That the multiple "3" does not allow the use of wool that shrinks over, say, 56 to 59 per cent.

That the multiple " $3\frac{1}{2}$ " does not allow the use of wool that shrinks over, say, 62 to 63 per cent.

That all the heavy foreign wools, shrinking over 63 per cent (such as Adelaides, West Australia, many Queenslands, and much merino from South America and South Africa) are shut out. These are the real and only competitors of our transmississippi wools; and thus prohibited by the use of no greater multiple, these wools of very heavy shrinkage go into foreign mills, at prices relatively low, because of the forced absence of United States competition; and they appear in abnormally cheap yarns and goods as very dangerous rivals to the products made here from the transmississippi wools.

That only by importing wools on the safe side of these shrinkages can the manufacturer be sure of the benefit of the "compensating" duties.

That the action of these multiples is entirely independent of the number of cents per pound imposed as a specific duty on a pound of wool, be it 5 or 15.

As the Morrison bill, Mills bill, Randall bill, McKinley Act, and the present law gave 40 per cent as protective duty on the cost of production (with 35 per cent on lowest grades), there is no need of repeating the arguments now on file in huge quantities used in discussion and preparation of these various bills. It is enough to say that, with constantly lowered foreign prices and decreasing foreign costs, these ad valorem rates have grown less and less efficient. Undervaluation helps to add to the difficulty of domestic manufacturing.

When prices are at the lowest point abroad and the fierceness of domestic competition guarantees lowest possible prices on products of



manufacture here, the ad valorem feature of the former tariffs is a hardship to the domestic manufacturer; when high prices prevail abroad, the ad valorem feature imposes on the importer unnecessarily high duties. The method of specific duties herewith proposed justly reverses this state of affairs.

The plan proposed herewith is intended—

To turn the present ad valorem rates into specific duties, with an arrangement of the compensating duties on fair and just lines of division.

To reduce the temptation to undervaluation to a minimum, by making an important part of the duty dependent on the count of the yarn, which does not require the expert knowledge that is necessary for valuation.

To obviate the serious trouble that comes from the effect of ad valorem duties on low wool and yarn values, which always takes place at the worst conditions of the business, so rendering inoperative a part of the intended protection, and also to obviate the temporary prohibition of importations that may come from applying ad valorem duties to extremely high wool and yarn values.

To allow the importation of single yarns at a lower rate than applies to the same yarns doubled.

To place on single yarns and on doubled yarns only such duties as will cover the difference in cost of production between this country and France or Germany. The Bradford costs are now out of this question, as its manufacturers are now in need of protection against the lower wages and costs of Germany.

To arrange these last-named duties so that they fall justly and equitably on fine and low numbers, making it possible to produce the finest counts in this country, and at the same time to graduate the duty that it may not become prohibitory on the low counts.

To fairly protect the manufacturer of rovings, and not allow a “single-eights” yarn to be imported as a “sixties” roving, because the roving pays a much lower rate of duty, while in weight and in number (on the proposed basis) the two are practically identical.

To secure a more equitable relation between the spinners and their customers, the weavers and knitters, it is to be kept in mind that these are the customers of wools and yarns, and no scheme of duties reaches its highest efficiency that does not, while it fairly and adequately protects the grower and spinner of wool, provide for the largest possible use of their products by the weaving and knitting mills of our own country on a profitable basis.

The continued satisfaction with the plan of the specific duties of the cotton schedule of the present tariff has induced us to submit the above as a basis for a permanent adjustment of the yarn duties in the woolen schedule, and so arranged that the only needed changes will be those that may arise from changes in the duty on wool if it is again changed in the future.

ERBEN, HARDING & Co.

#### APPENDIX A.

On rovings or yarn made wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals, and not advanced beyond the condition of singles by grouping or twisting two or more single rovings or yarns together, valued at not more than thirty cents per pound, the duty per pound shall be two and one-half times the duty (—— cents) imposed by this act on a pound of unwashed wool of the first-class; valued at more than thirty cents and not more than forty cents per pound, the duty per pound shall be three times the duty (—— cents) imposed by this act on a pound of unwashed wool of the first-class; valued at more than forty



cents per pound, the duty per pound shall be three and one-half times the duty (—— cents) imposed by this act on a pound of unwashed wool of the first-class, and in addition thereto fifteen cents per pound on all numbers up to and including number thirty (on the basis of five hundred and sixty yards to the number), one-half of one cent per number per pound on all numbers exceeding number thirty; advanced beyond the condition of singles by grouping or twisting two or more single rovings or yarns together, the duty in addition to the duty on singles shall be three cents per pound on all numbers up to and including number thirty, one-tenth of one cent per number per pound on all numbers exceeding number thirty; colored, bleached, or dyed, in whole or in part, five cents per pound additional.

INDORSEMENT BY VARIOUS FIRMS.

We entirely approve of the above proposition for duties on rovings and yarn.

S. B. B. W. Fleisher, John H. Dearally, Howland Croft Sons & Co., A. J. Camerant & Co., Highland Worsted Mills, per J. T. Bottomley, Wm. H. Grundy & Co., Richard Campion, Erben, Harding & Co., Yewdall & Jones Bros., James Doak, jr., & Co., spinners in Philadelphia and vicinity. B. F. Boyer, 516 Market street, Philadelphia; H. C. Ball & Co., Manayunk, Philadelphia, Pa.; Bridgeton Worsted Co.; Abbot & Co., Graniteville, Mass.; Geo. Merritt & Co., Indianapolis, Ind.; Trenton Worsted Mills, Trenton, N. J.; Swift River Co., Enfield, Mass.; D. Goff & Sons, Pawtucket, R. I.; Crabtree & Patchett, Montgomery, N. Y.; Botany Worsted Mills, Passaic, N. J.; Henry Grant & Son, Third and Somerset streets, Philadelphia, Pa.; J. Randall & Bro., Philadelphia, Pa.; H. Whiteley & Co., 4650 Market street, Philadelphia, Pa.; William Scholes & Son, Second and Indiana avenue, Philadelphia, Pa.; Milwaukee Worsted Mills, Milwaukee, Wis.; Cornelius Harnigan, West Conshohocken, Pa.; George Campbell & Co., Twenty-first and Washington avenue, Philadelphia, Pa.; Cooper Manufacturing Co., Bennington, N. Y.; Folwell Bros. & Co., 625 Chestnut street, Philadelphia, Pa.; National and Providence Worsted Mills, and others.

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FULTON, N. Y., *January 2, 1897.*

DEAR SIR: We have received a copy of the tariff schedule proposed by the woolen and worsted yarn spinners of Philadelphia, requesting our signature if we approve it. We think the compensatory rate is too low on the first two paragraphs, and believe that the first should be three times the duty on a pound of wool and that the second should be three and one-half times. We also believe that the third paragraph is too low and should be raised to three and three-quarters or four times. We think that two and one-half times for yarn worth not more than 30 cents a pound is not enough, but should be three times; but we are convinced that the second paragraph, valued at not more than 40 cents a pound, is where we would have trouble, and that the proposed duty would work to the disadvantage of the yarn spinner, as, under a depressed wool market in Europe and heavy shrinkage, fine wools could be bought and sold in yarn under 40 cents a pound, to compete with yarns made on this side that would require three and three-quarters pounds of domestic wool to make a pound of yarn of similar grade.



Therefore you can readily see that the proposed compensatory duties on yarns valued at between 30 and 40 cents would place the American manufacturer of similar yarns under quite a disadvantage.

FULTON WORSTED MILLS,  
JOHN W. NARY, *Agent*.

## SCHEDULE AND RATES RECOMMENDED BY VARIOUS MANUFACTURING COMPANIES.

BOSTON, *January 1, 1897.*

### COMMITTEE ON WAYS AND MEANS:

The undersigned firms respectfully recommend the following rates of duty:

*Raw material.*—The duty on wool of the sheep, hair of the goat, camel, and other like animals, 8 cents per pound in grease; if scoured or washed, two and one-half times the rate of grease wool. Wool tops the same as scoured wool. The duty on thread waste and ring waste shall be 9 cents per pound. The duty on slubbing waste, roving waste, noils, garnetted thread waste, and carbonized noils, 11 cents per pound.

*Worsted yarn.*—The duty on worsted yarn shall be: On worsted yarn costing 35 cents per pound or under in all numbers up to and including thirties, 20 cents per pound, and in addition thereto on all numbers above thirties, if single on tubes, one-fourth cent per number per pound; if two or more ply, one-half cent per number per pound. On worsted yarn costing from above 35 cents per pound to 65 cents per pound in all numbers up to and including thirties, 25 cents per pound, and in addition thereto on all numbers above thirties to forties, if single on tubes, one-fourth cent per number per pound; above forties, if single on tubes, one-half cent per number per pound; if two or more ply, one-half cent per number per pound; above forties, three-fourths cent per number per pound. On worsted yarn costing above 65 cents per pound, 35 cents per pound in all numbers up to and including thirties, and in addition thereto on all numbers above thirties to forties, if single on tubes, one-fourth cent per number per pound; above forties, if single on tubes, one-half cent per number per pound; if two or more ply, one-half cent per number per pound; above forties, three-fourths cent per number per pound.

*Woolen and worsted cloths.*—Woolen and worsted cloths, valued not above 80 cents per pound, 40 cents per pound and 20 per cent; valued above 80 cents per pound, 40 cents per pound and 30 per cent; valued not above 30 cents per pound, 25 cents per pound and 20 per cent.

Knit goods and other schedules as per Knit Goods Association and National Wool Association.

ANDREW J. SOLIS, Jr., *Boston, Mass.,*  
ROOT MFG. CO., *Cohoes, N. Y.,*  
SWIFT RIVER CO., *Enfield, Mass.,*  
FRENCH & WARD, *West Stoughton, Mass.,*  
and others.

## SILKOOOL.

### STATEMENT SUBMITTED BY MR. W. M. CROWE, OF NEW YORK.

NEW YORK, N. Y., *December 5, 1896.*

### COMMITTEE ON WAYS AND MEANS:

I call your attention to a yarn called "Silkool," not made in this country and not likely to be, as the demand is so small, it being only used in the very fine grades of underwear. This yarn is silk and wool carded together, the silk being the largest percentage and of course the component of chief value, and yet, because this class of material was not provided for under the present tariff and from the fact of the presence of wool in it, the Board of Appraisers were compelled to decide that



the highest duty was payable, i. e., wool duty, 40 per cent, even though the yarn looks like silk. Is this right? Should this yarn under your proposed new tariff have to pay the wool duty, I fear it will stop its being used here altogether. The yarn is exclusively, I may say, made by W. Hollins & Co., of Nottingham, England. I wish to refer the matter to you for consideration, and shall be glad at any time to wait on you to give further information.

W. M. CROWE.

### THREE WOOL-MANUFACTURING PROCESSES.

STATEMENT SUBMITTED BY MR. WILLIAM J. McCAUSLAND, OF  
PHILADELPHIA, PA.

PHILADELPHIA, *December 21, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

There are what might properly be called three distinct processes of manufacturing wool. The first is the original, which consists principally of the common carding and mule spinning; the next improvement is what is called the Bradford system, which consists in combing and spinning by frame. This yarn is mostly used for dress goods. When used for men's woolen clothes, you can readily distinguish it after a little wear by the cloth becoming glossy. The kind of yarns made by this process can not be used for hosiery or underwear, even with what are called improved spinning frames for making soft twisted yarns. The next and last is what is called the French and German systems. This consists in using combing machines, also machines for manipulating the fiber so that it is impossible to distinguish wool with short fiber from that with Australian long-wool fiber, or mixing both together. This wool is all spun on mules, and enables manufacturers to make successfully fine grades of hosiery and underwear. The cloths that are made by this process never get glossy. The goods are very fine. This process is the latest and undoubtedly the most expensive. It is what is used principally by the great manufacturing concerns of Europe for fine goods. This process would enable the use of an endless amount of American wool in this country, but unfortunately out of 4,000 woolen manufacturing establishments there are only 10 woolen mills in this country (Appendix A) which have this process in operation, and that in a small way. The combined mills will hardly amount to 50,000 spindles. There is one concern in Belgium which has double the amount of this kind of machinery that this country has. A protection that will answer the Bradford or the original system simply means ruin to the latest improved methods. We can see any time we desire to do so what effect this system has had on all the best grades of goods. It has simply undermined the reputation of our goods made by the old processes in use here.

Supposing the rail manufacturers continued to make iron rails after it had been demonstrated that steel was superior, the iron rail makers would simply have to go out of business. Protective tariff can not overcome these kinds of facts. You take some of the worsted yarn spun under the Bradford system, which is hard twisted, and place it under the sun's hot rays, you will find it will retain the heat so much more than the soft spun yarn, under the German system, that its colors will fade twice as quickly. The fact that machinery is in existence for



manufacturing wool similar to that grown in this country into a superior grade of goods than what is generally produced here ought to be carefully looked into for the benefit of both woolgrowers and the manufacturing interests. The markets are all made and established for goods made by the French and German system by Europe. We must conform to these processes if we wish to supply the demands. I think you will find as soon as the manufacturing interest does this, the importation of foreign wools will lessen and the consumption of American increase. So long as the manufacturing interests are disposed to struggle along with processes that have been abandoned for making high grades of goods, Europe can figure upon a demand for all this kind of goods we are unable to supply. The great number of worsted mills in this country using the Bradford system can be changed without any enormous expense, as their mills are filled with machinery that can be utilized.

APPENDIX A.

*List of mills with French and German systems.*

Arlington Mills, Lawrence, Mass., partly.  
 Washington Mills, Lawrence, Mass., partly.  
 Lower Pacific Mill, partly.  
 Providence Worsted Mill, Providence, partly.  
 Fulton Mills, Fulton, N. Y., partly.  
 Botany Worsted Mill, Passaic, N. J.  
 Allegheny Worsted Mill, Philadelphia, Pa., all.  
 Conshohocken Worsted Mill, Conshohocken, all.  
 Atlantic Delaine, Providence, partly.  
 Geo. Campbell & Co., Philadelphia, partly.

UNDERVALUATION.

THE NEWBURG, N. Y., WOOLEN MILLS CITES A CASE IN HAND.

NEWBURG, N. Y., *January 5, 1897.*

DEAR SIR: It may be of interest to the committee to have specific knowledge of the undervaluation of goods by a German manufacturer under the present existing tariff. The knowledge and evidence to support the statement are in the hands of the Board of General Appraisers, Bleecker street, New York City.

Briefly stated, the writer was in the stores of our New York agents in New York City soon after the passage of Wilson bill. An agent of a German manufacturer of plushes or pile fabrics, supposing the writer to be a member of the firm, offered for sale German plushes of like character as those made in our mill. After examining his samples and saying that we used such goods the agent handed me his price list. At foot of this price list was written:

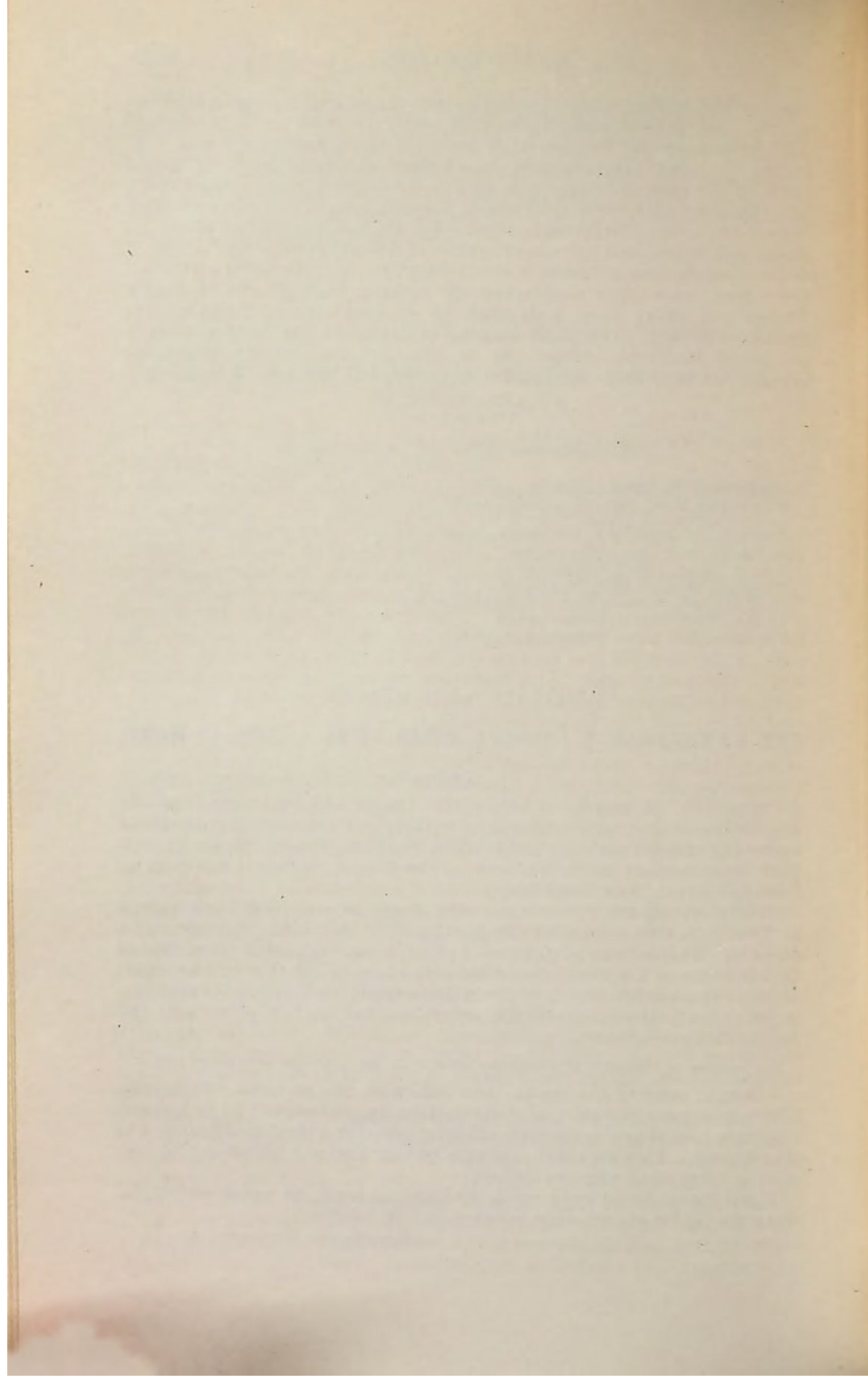
For purpose of United States customs invoice, 20 per cent less than these prices.

I bought some of his goods, then informed the customs authorities. The goods were passed and delivered to us, and seized in our place. We were told that the penalty and advance over valuation amounted to 80 per cent. This we think a simple but very strong argument for specific in place of ad valorem duties.

If a duty is placed upon wool, we think at least an equal additional duty should be placed upon plushes or pile fabrics.

NEWBURG WOOLEN MILLS







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SCHEDULE L.

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SILKS AND SILK GOODS.

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## Schedule L.—SILKS AND SILK GOODS.

### SILK BUTTONS.

(Paragraph 300.)

#### STATEMENT OF MR. WILLIAM H. CHAPMAN, PRESIDENT OF THE WILLISTON AND KNIGHT COMPANY, EAST HAMPTON, MASS.

TUESDAY, *December 29, 1896.*

Mr. Chapman said: I simply want to make the statement that we desire to remain in the silk schedule as heretofore and in the wool schedule as heretofore, providing our materials come in under the 10 per cent duty as heretofore.

The CHAIRMAN. What do you mean by heretofore? As they are now, or as they were under the act of 1890?

Mr. CHAPMAN. The materials have been under 10 per cent for many years.

The CHAIRMAN. I know that; but how about the buttons themselves?

Mr. CHAPMAN. We are satisfied to let the buttons themselves remain in the silk schedule and take such as the silk men get on their classes of goods.

The CHAIRMAN. You leave that to the future then?

Mr. CHAPMAN. Yes, sir.

Mr. DALZELL. What is your suggestion?

Mr. CHAPMAN. That it remain the same.

Mr. DALZELL. That is as to your materials?

Mr. CHAPMAN. Yes; which we consider a raw material. They are not made in this country to any extent.

Mr. DALZELL. Let me understand. Your industry is covered by paragraph 315 of Schedule N, and is also covered by paragraph 302, the last of Schedule L.

Mr. CHAPMAN. And paragraph 300 in Schedule L.

Mr. DALZELL. Now, you don't want any change in N——

Mr. CHAPMAN. And then in K, it is No. 286, that is under wool and worsteds.

Mr. DALZELL. Paragraph 300 is webbings.

Mr. CHAPMAN. Yes, sir.

Mr. DALZELL. Do you want a change in Schedule K, paragraph 286?

Mr. CHAPMAN. No, sir; we are satisfied to remain in the wool schedule.

Mr. DALZELL. L, 300—do you want a change there?

Mr. CHAPMAN. No, sir; we are satisfied to remain with the silk industry; whatever they get we would like the same.

Mr. RUSSELL. You were speaking about paragraph 286. You do not speak for everything included in that?



Mr. CHAPMAN. We refer mainly to the buttons. The other things we don't have anything to say about.

Mr. RUSSELL. You don't know what the other people want?

Mr. CHAPMAN. I think they will be satisfied, but I only speak for ourselves.

Mr. Chapman submitted the following paper:

COMMITTEE ON WAYS AND MEANS:

The undersigned manufacturers of covered buttons, and as a committee representing the principal button manufacturers of the United States, beg leave to respectfully call your attention to paragraph 300, in Schedule L, under silk and silk goods, in the so-called Wilson tariff bill, wherein webbings, gorings, suspenders, braces, beltings, bindings, braids, galloons, fringes, cords, and tassels, any of the foregoing which are elastic or nonelastic, buttons and ornaments made of silk, or of which silk is the component material or chief value, duty 45 per cent ad valorem; also, to paragraph 286, in Schedule K, wool and manufactures of wool, wherein buttons or barrel buttons, or buttons of other forms, for tassels or ornaments, made of wool, worsted, the hair of the camel, goat, alpaca, or other animals, or of which wool, worsted, the hair of the camel, goat, alpaca, or other animals is a component material, are mentioned at 50 per cent ad valorem, and would ask that such portion of the schedule above referred to as affects buttons be allowed to remain in said schedules, viz, K and L, providing that paragraph 315 of Schedule N, sundries, wherein button forms, lastings, mohair cloth, silk, or other manufactures of cloth, woven or made in patterns of such size, shape, or form, or cut in such manner to be fit for buttons exclusively, be continued at the same duty as before, namely, at 10 per cent ad valorem. This has been the rate of duty on these goods, namely, material cut for buttons, for many years. At one time they were on the free list, but for many years they have been subject to a duty of 10 per cent.

The material cut as above described is considered by manufacturers of buttons as a raw material, and, in the qualities and grades imported, is not produced in this country.

The manufacture of buttons is one of the smaller industries of the country, but one of great importance to those who are engaged in it and dependent upon it for support. It is therefore of the utmost importance to all those engaged in this industry, and the consequent support of thousands of people, that the duty be retained in the schedules as above mentioned.

The undersigned will be pleased to give any further information your honorable committee may desire.

WM. H. CHAPMAN,  
*President of Williston & Knight Co.,*  
*Office, 540 Broadway, New York; Factories, Easthampton, Mass.*

A. W. NEWELL,  
*Vice-President of Newell Bros. Mfg. Company,*  
*Office, 487 Broadway, New York; Factories, Springfield, Mass.*

## SILK HOSIERY.

(Paragraph 301.)

### STATEMENT OF MR. JAMES TALCOTT, OF NEW YORK.

TUESDAY, December 29, 1896.

Mr. TALCOTT said: I represent the American Hosiery Company, of New Britain, Conn. I merely repeat what I said this morning upon the subject of cotton goods. We have a large investment also in machinery for silk hosiery and underwear. At the present it is unprofitable. We want protection in that in order to run our machinery. That is all we want. It is not necessary for me to say anything more.

Mr. WHEELER. While the gentleman is up I would like to have go in these hearings, in connection with what he said this morning, something in regard to the cost of labor at various points in Europe with regard to the manufacture of cotton goods.



Mr. Wheeler submitted the following extract from a speech which he delivered on the tariff in the House of Representatives, May 5, 1888:

The Hon. James G. Blaine in his report on the cotton-goods trade of the world gives an extended discussion to the subject. He quotes from Consul Shaw, who then represented our Government at Manchester. I read from page 95:

"In commenting on the strike then imminent in Manchester, Consul Shaw says:

"The plea that the factory operatives in Manchester are now receiving higher wages in proportion to the time they work than American operatives is urgently made by manufacturers here, and this, together with the increasing financial distress among mill owners, is gradually allaying the discontent among operatives."

Mr. Blaine appears to have appreciated the difficulties to which I have referred in obtaining accurate information about wages in England. On page 98 he says:

"Owing to the different arrangements of the English and American tables of wages, it is difficult to give comparative analyses thereof which would show at a glance the difference in wages of the operatives of both countries.

"The demand for labor in England has at times been such that workmen were induced to leave this country and accept employment in English factories. The American consul at Bristol, England, presented a report upon this subject, and states that no laborer should be enticed to leave the United States to make his home in England, and that those who have been induced to do so have become dissatisfied."

In the report he says:

"A number of such laborers, and also some mechanics, have during the last two years called upon this consulate for help to get back to the United States, cursing the day when they left America for Europe, where neither milk nor honey is flowing. Compared with Europe the United States is a paradise for a sober and faithful workman."

In consequence of these varying reports, the State Department, with the aid of American consuls, commenced a thorough and exhaustive investigation of this subject. Numerous and detailed reports were received, carefully compared, and verified. Mr. Blaine presented them to Congress with his comments and recommendations. In this interesting and valuable paper Mr. Blaine gives most elaborate tables, showing the actual pay given to operatives in cotton mills both in England and the United States, and on page 98 he sums up in these words:

"The wages of spinners and weavers in Lancashire and in Massachusetts, according to the foregoing statements, were as follows per week:

"Spinners: English, \$7.20 to \$8.40 (master spinners running as high as \$12); American, \$7.07 to \$10.30.

"Weavers: English, \$3.84 to \$8.64, subject, at the date on which these rates were given, to a reduction of 10 per cent; American, \$4.82 to \$8.73.

"The average wages of employees in the Massachusetts mills is as follows, according to the official returns: Men, \$8.30; women, \$5.62; male children, \$3.11; female children, \$3.08. According to Consul Shaw's report, the average wages of the men employed in the Lancashire mills on the 1st of January, 1880, was about \$8 per week, subject to a reduction of 10 per cent; women, from \$3.40 to \$4.30, subject to a reduction of 10 per cent.

"The hours of labor in the Lancashire mills are 56, in the Massachusetts mills 60 per week. The hours of labor in the mills in the other New England States, where the wages are generally less than in Massachusetts, are usually 66 to 69 per week."

An analysis of these figures shows that the average wages paid men in Massachusetts cotton mills is \$8.30 per week for 60 hours' work, while in England the average wages paid to men in cotton factories is \$8 per week for 56 hours' work. Therefore, according to this official report, factory hands get 14 cents and a fraction per hour in Old England, and for the same work in protected New England they get 13 cents and a fraction per hour.

In the same report, pages 98 and 99, Mr. Blaine uses this language:

"Undoubtedly the inequalities in the wages of English and American operatives are more than equalized by the greater efficiency of the latter and their longer hours of labor. If this should prove to be a fact in practice, as it seems to be proved from official statistics, it would be a very important element in the establishment of our ability to compete with England for our share of the cotton-goods trade of the world."

Mr. BUCHANAN. Will the gentleman allow me a question? Owing to the noise and confusion incident to the crowded condition of the Chamber, I was not able to ascertain the publication of Mr. Blaine from which the gentleman read.

Mr. WHEELER. I read from a document called the Cotton Goods Trade of the World. It was published by the Department of State and is dated June 25, 1881.

Mr. BUCHANAN. Compiled by whom?

Mr. WHEELER. Prepared by Hon. James G. Blaine; signed by him as Secretary of State.



Mr. BUCHANAN. Was it written by him?

Mr. WHEELER. I presume Mr. Blaine writes all his books and prepares all the public documents to which he puts his name. I believe he is never happier than when using his facile pen.

Mr. BUCHANAN. But I was endeavoring to ascertain whether this publication was simply compiled by subordinates under Mr. Blaine's direction, or was a work of his own.

Mr. WHEELER. It is signed by him; and the fluent, elegant language, clearly shows it was written by him.

Mr. BUCHANAN. Mr. Blaine is generally able to express himself with force and elegance.

Mr. WHEELER. He has, in this case, expressed himself with great force and great truth. This document, which Mr. Blaine put before the country, stands as a monument to the foresight of that profound politician.

Mr. BUCHANAN. I appreciate the gentleman's appreciation of Mr. Blaine.

Mr. WHEELER. In the same report, backed by elaborate statistics, Mr. Blaine estimates that the British mills consume 1,220,000,000 pounds annually; and that in 1880 American mills consumed 724,800,000 pounds.

He estimates the output of piece goods that year in British mills at 5,439,645,000 yards, and the output of piece goods in American mills at 2,131,580,000 yards. He estimates that the British mills employed 500,000 operatives, while the mills of the United States only employed 181,000 operatives. And he puts the number of spindles in the United States at 10,920,000, and the number in Great Britain at 40,000,000.

Mr. Blaine then gives the relative value of the English and American cotton manufactures, and makes this gratifying assertion:

"From these returns it is seen that every American spindle consumes 66 pounds of raw cotton, while each British spindle consumes only 32 pounds, or less than one-half the American consumption per spindle.

"It thus appears that each American operative works up as much raw material as two British operatives, turns out nearly \$1.50 worth of manufactures to the British operative's \$1 worth, and even in piece goods, where the superior quality and weight of the American goods are so marked, the American operative turned out 2.75 yards to 2.50 yards by the British operative."

I have also before me, volume 25, Miscellaneous Documents, Forty-seventh Congress, which contains a report from Mr. Frelinghuysen, President Arthur's Secretary of State. On pages 43 and 44 are some tables showing the rates of wages paid for weaving printing cloth in some of the principal districts of England and America.

The report thus refers to them:

"As one of the latest and fullest comparisons between English and American manufactures, I believe the following tables and remarks from his pen will be found reliable."

I present these tables without any comment, except that they go far to refute the many erroneous impressions that have been created regarding English and American factory labor.

The following is the rate of wages paid for weaving printing cloth in some of the principal districts in England and America.

#### ENGLAND.

| Description of cloth.                                 | Ashton-under-Lyne. | Blackburn.    | Stockport.    | Hyde.         | Average.      |
|-------------------------------------------------------|--------------------|---------------|---------------|---------------|---------------|
|                                                       | <i>Cents.</i>      | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> |
| 28-inch, 56-reed, 14 picks (60 by 64), 58 yards ..... | 24.68              | 25.04         | 25.04         | 25.28         | 25.00         |
| 28-inch, 60-reed, 16 picks (64 by 64), 58 yards ..... | 27.70              | 29.06         | 29.48         | 29.30         | 28.88         |

#### AMERICA.

| Description of cloth.                                | Rhode Island. | Providence.   | Fall River.   | Lowell.       | Average.      |
|------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|
|                                                      | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> | <i>Cents.</i> |
| 28-inch, 56-reed, 14 picks (60 by 56), 58 yards .... | 16.82         | 17.26         | 19.96         | 19.96         | 18.50         |
| 28-inch, 60-reed, 16 picks (64 by 64), 58 yards .... | Unknown.      | 22.30         | 23.20         | 23.20         | 22.90         |



*Summary of cost of manufacturing printing cloth.*

| Places.           | Wages.        | Sundry expenses. | Rent, interest, and depreciation. | Total.        |
|-------------------|---------------|------------------|-----------------------------------|---------------|
|                   | <i>Cents.</i> | <i>Cents.</i>    | <i>Cents.</i>                     | <i>Cents.</i> |
| Fall River.....   | 6.907         | 3.111            | 4.1183                            | 14.1363       |
| Lowell.....       | 6.882         | 2.723            | 4.1183                            | 13.7233       |
| Rhode Island..... | 6.422         | 1.834            | 3.7437                            | 11.9997       |
| Pennsylvania..... | 6.44          | 5.04             | 4.1183                            | 15.5983       |
| England.....      | 6.9624        | 2.6256           | 2.572                             | 12.16         |

The report goes on and says:

"Your readers will gather from the figures gathered in the foregoing table of costs that in the matter of wages America is as cheap as England."

I will now quote from another distinguished Republican Secretary of State. On May 17, 1879, Hon. William Evarts, Secretary of State, transmitted to the Forty-sixth Congress a report upon labor statistics, giving rates of wages, covering, as he says—I read from page 1—

"The labor question in all its aspects in Belgium, Denmark, France, Germany, England, Ireland, Scotland, Wales, Italy, Holland, Spain, and Switzerland (which, with the United States, may be said to comprise the world of educated and progressive labor)."

After giving numerous and most elaborate reports and various kinds of evidence, Mr. Evarts says, page 35, paragraph 1:

"The rates of wages in the United States, roughly estimated, are more than twice those in Belgium; three times those in Denmark, France, and Germany; once and a half those in England and Scotland, and more than three times those in Italy and Spain."

But another important and gratifying point is brought forward by Secretary Evarts. I read from page 36, paragraph 9:

"That the average American workman performs from one and one-half to twice as much work in a given time as the average European workmen. This is so important a point in connection with our ability to compete with the cheap-labor manufactures of Europe, and it seems on first thought so strange, that I will trouble you with somewhat lengthy quotations from the reports in support thereof."

Mr. Evarts quotes a number of authorities to sustain this statement, and then says:

"For the first time our manufacturers are now assuming international proportions. At a time of universal depression we have met those nations which held a monopoly of the world's markets, met them in their strongholds, and established the fact that American manufactures are second to the manufactures of no other nation, and that with a proper and patriotic understanding between capitalist and laborer we can command a fair share of the buying world's patronage, and command that patronage with larger profits to the capitalist and higher wages to the laborer than can be made or paid in any other country."

Mr. Evarts then speaks of the superior individuality and inventive genius of the people of the United States, and says, page 37:

"One workman in the United States, as will be seen from the foregoing extracts, does as much work as two workmen in most of the countries of Europe; even the immigrant from Europe attains this progressive spirit by a few years' association with American workmen."

I desire to call special attention to this important and well-known fact, that immigrants under the influence of our free institutions soon become Americanized, become imbued with our progressive spirit, do twice as much work as they did in their native land, and thus rapidly acquire competence. The difference between the American workman and the foreign peasant is then expressed by the honorable Secretary in this terse language:

"We have no oppressed and stupid peasantry, little more intelligent than the tools they handle. All are self-thinking, self-acting, and self-supporting."

The CHAIRMAN. I will pass also to the stenographer the official report of the Commissioner of Labor as to the wages in this country and the wages in Europe.



## WAGES IN GREAT BRITAIN AND AMERICA.

*General average weekly wage paid to all employees in 1883.*

| Industries.                                       | Massachusetts.                         |                              |                          | Great Britain.                         |                              |                          |
|---------------------------------------------------|----------------------------------------|------------------------------|--------------------------|----------------------------------------|------------------------------|--------------------------|
|                                                   | Number of different years represented. | General average weekly wage. | Higher in Massachusetts. | Number of different years represented. | General average weekly wage. | Higher in Great Britain. |
| <i>Domestic and personal office.</i>              |                                        |                              | <i>Per cent.</i>         |                                        |                              | <i>Per cent.</i>         |
| 1. Domestic service.....                          | 1                                      | \$3. 03                      |                          |                                        |                              |                          |
| <i>Trade and transportation.</i>                  |                                        |                              |                          |                                        |                              |                          |
| 2. Carriers on roads .....                        | 1                                      | 12. 44                       |                          |                                        |                              |                          |
| <i>Agriculture.</i>                               |                                        |                              |                          |                                        |                              |                          |
| 3. Agriculture.....                               | 5                                      | 6. 59                        | 191. 6                   | 1                                      | \$2. 26                      |                          |
| <i>Fisheries.</i>                                 |                                        |                              |                          |                                        |                              |                          |
| 4. Fisheries.....                                 | 1                                      | 11. 67                       |                          |                                        |                              |                          |
| <i>Mines.</i>                                     |                                        |                              |                          |                                        |                              |                          |
| 5. Mining .....                                   |                                        |                              |                          | 2                                      | 5. 14                        |                          |
| <i>Manufactures and mechanical industries.</i>    |                                        |                              |                          |                                        |                              |                          |
| 6. Agricultural implements.....                   | 3                                      | 11. 42                       | 33. 6                    | 1                                      | 8. 85                        |                          |
| 7. Arms and ammunition.....                       | 5                                      | 13. 62                       | 98. 5                    | 1                                      | 6. 86                        |                          |
| 8. Artificial teeth and dental work.....          | 2                                      | 12. 65                       |                          |                                        |                              |                          |
| 9. Artisans' tools.....                           | 5                                      | 10. 32                       | 111                      | 1                                      | 4. 89                        |                          |
| 10. Awnings and tents.....                        | 2                                      | 13. 69                       |                          |                                        |                              |                          |
| 11. Bags and bagging.....                         | 1                                      | 5. 16                        |                          |                                        |                              |                          |
| 12. Bookbinderies .....                           | 1                                      | 10. 66                       |                          |                                        |                              |                          |
| 13. Boots and shoes.....                          | 8                                      | 10. 34                       | 111                      | 4                                      | 4. 90                        |                          |
| 14. Boxes .....                                   | 5                                      | 8. 80                        | 86. 4                    | 1                                      | 4. 72                        |                          |
| 15. Brick .....                                   | 6                                      | 8. 59                        | 71. 5                    | 2                                      | 5. 01                        |                          |
| 16. Brooms and brushes.....                       | 5                                      | 9. 42                        | 77. 7                    | 1                                      | 5. 30                        |                          |
| 17. Building trades.....                          | 8                                      | 12. 54                       | 89. 7                    | 4                                      | 6. 61                        |                          |
| 18. Burial cases, caskets, coffins, etc.....      | 2                                      | 13. 34                       |                          |                                        |                              |                          |
| 19. Buttons and dress trimmings.....              | 2                                      | 6. 93                        |                          |                                        |                              |                          |
| 20. Carpetings .....                              | 7                                      | 7. 76                        | 88. 8                    | 3                                      | 4. 11                        |                          |
| 21. Carriages and wagons.....                     | 8                                      | 12. 48                       | 93. 5                    | 4                                      | 6. 45                        |                          |
| 22. Cement, kaolin, lime, and plaster.....        | 2                                      | 8. 46                        |                          |                                        |                              |                          |
| 23. Charcoal .....                                | 2                                      | 9. 71                        |                          |                                        |                              |                          |
| 24. Chemical preparations.....                    | 1                                      | 8. 78                        |                          |                                        |                              |                          |
| 25. Clocks and watches.....                       | 5                                      | 12. 99                       | 74. 6                    | 1                                      | 7. 44                        |                          |
| 26. Clothing .....                                | 8                                      | 9. 23                        | 69                       | 4                                      | 5. 46                        |                          |
| 27. Concrete walks, paving, etc.....              | 2                                      | 13. 83                       |                          |                                        |                              |                          |
| 28. Cooking, lighting, and heating apparatus..... | 1                                      | 10. 22                       |                          |                                        |                              |                          |
| 29. Cordage and twine.....                        | 2                                      | 7. 73                        |                          |                                        |                              |                          |
| 30. Corks .....                                   | 2                                      | 7. 14                        |                          |                                        |                              |                          |
| 31. Cotton goods.....                             | 7                                      | 7. 14                        | 55. 2                    | 4                                      | 4. 60                        |                          |
| 32. Cotton and woolen textiles.....               | 2                                      | 7. 00                        |                          |                                        |                              |                          |
| 33. Crayons, pencils, crucibles, etc.....         | 2                                      | 10. 10                       |                          |                                        |                              |                          |
| 34. Drugs and medicines.....                      | 2                                      | 9. 53                        |                          |                                        |                              |                          |
| 35. Dyeing and finishing textiles.....            | 2                                      | 7. 56                        |                          |                                        |                              |                          |
| 36. Dyestuffs .....                               | 1                                      | 9. 65                        |                          |                                        |                              |                          |
| 37. Earthen and stone ware.....                   | 2                                      | 11. 14                       |                          |                                        |                              |                          |
| 38. Electroplating .....                          | 2                                      | 10. 91                       |                          |                                        |                              |                          |
| 39. Emery and sand paper, cloth, etc.....         | 2                                      | 10. 30                       |                          |                                        |                              |                          |
| 40. Fancy articles.....                           | 2                                      | 6. 23                        |                          |                                        |                              |                          |
| 41. Fertilizers .....                             | 2                                      | 10. 04                       |                          |                                        |                              |                          |
| 42. Fireworks and matches.....                    | 3                                      | 7. 20                        |                          |                                        |                              |                          |
| 43. Flax, linen, hemp, and jute goods.....        | 6                                      | 5. 99                        | 99                       | 4                                      | 3. 01                        |                          |
| 44. Food preparations.....                        | 6                                      | 10. 66                       | 122. 5                   | 4                                      | 4. 79                        |                          |
| 45. Furniture.....                                | 8                                      | 10. 99                       | 38. 1                    | 2                                      | 7. 96                        |                          |
| 46. Gas works .....                               | 2                                      | 15. 06                       | 117. 6                   | 2                                      | 6. 92                        |                          |
| 47. Glass .....                                   | 6                                      | 10. 84                       | 65. 7                    | 4                                      | 6. 54                        |                          |
| 48. Glue, isinglass, and starch.....              | 2                                      | 9. 91                        |                          |                                        |                              |                          |
| 49. Hair work.....                                | 2                                      | 6. 67                        |                          |                                        |                              |                          |
| 50. Hose: Rubber, linen, etc.....                 | 2                                      | 8. 85                        |                          |                                        |                              |                          |
| 51. Hosiery .....                                 | 3                                      | 7. 49                        | 64. 6                    | 2                                      | 4. 55                        |                          |
| 52. Ink, mucilage, and paste.....                 | 2                                      | 10. 50                       |                          |                                        |                              |                          |
| 53. Ivory, bone, and horn goods.....              | 2                                      | 8. 46                        |                          |                                        |                              |                          |
| 54. Jewelry burnishing and lapidary work.....     | 2                                      | 13. 73                       |                          |                                        |                              |                          |
| 55. Leather .....                                 | 8                                      | 10. 44                       | 83. 5                    | 2                                      | 5. 69                        |                          |
| 56. Liquors and beverages.....                    | 1                                      | 8. 76                        |                          |                                        |                              |                          |



General average weekly wage paid to all employees in 1883—Continued.

| Industries.                                                          | Massachusetts.                         |                              |                          | Great Britain.                         |                              |                          |
|----------------------------------------------------------------------|----------------------------------------|------------------------------|--------------------------|----------------------------------------|------------------------------|--------------------------|
|                                                                      | Number of different years represented. | General average weekly wage. | Higher in Massachusetts. | Number of different years represented. | General average weekly wage. | Higher in Great Britain. |
| <i>Manufactures and mechanical industries—Continued.</i>             |                                        |                              | <i>Per cent.</i>         |                                        |                              | <i>Per cent.</i>         |
| 57. Liquors: Malt and distilled .....                                | 6                                      | \$11.94                      | 91.3                     | 2                                      | \$6.24                       | .....                    |
| 58. Lumber .....                                                     | 2                                      | 7.80                         | .....                    | .....                                  | .....                        | .....                    |
| 59. Machines and machinery .....                                     | 8                                      | 10.16                        | 51.                      | 4                                      | 6.73                         | .....                    |
| 60. Metals and metallic goods .....                                  | 8                                      | 11.36                        | 64.6                     | 4                                      | 6.90                         | .....                    |
| 61. Mixed textiles .....                                             | 3                                      | 7.10                         | 17.5                     | 3                                      | 6.04                         | .....                    |
| 62. Models and patterns .....                                        | 2                                      | 13.46                        | .....                    | .....                                  | .....                        | .....                    |
| 63. Musical instruments and materials .....                          | 6                                      | 13.53                        | .....                    | .....                                  | .....                        | .....                    |
| 64. Oils and illuminating fluids .....                               | 2                                      | 10.93                        | .....                    | .....                                  | .....                        | .....                    |
| 65. Paints, colors, and chemicals .....                              | 5                                      | 11.85                        | 90.5                     | 3                                      | 6.22                         | .....                    |
| 66. Paper .....                                                      | 7                                      | 8.65                         | 109.4                    | 3                                      | 4.13                         | .....                    |
| 67. Perfumes and toilet preparations .....                           | 2                                      | 7.81                         | .....                    | .....                                  | .....                        | .....                    |
| 68. Photographs and photographic materials .....                     | 2                                      | 8.93                         | .....                    | .....                                  | .....                        | .....                    |
| 69. Polishes and dressings .....                                     | 2                                      | 9.96                         | .....                    | .....                                  | .....                        | .....                    |
| 70. Printing and publishing .....                                    | 7                                      | 11.68                        | 115.5                    | 4                                      | 5.42                         | .....                    |
| 71. Printing, dyeing, bleaching, and finishing cotton textiles ..... | 6                                      | 9.94                         | 94.9                     | 4                                      | 5.10                         | .....                    |
| 72. Railroad construction .....                                      | 2                                      | 11.26                        | .....                    | .....                                  | .....                        | .....                    |
| 73. Rubber and elastic goods .....                                   | 6                                      | 8.60                         | 99.1                     | 1                                      | 4.32                         | .....                    |
| 74. Salt .....                                                       | 1                                      | 2.63                         | .....                    | .....                                  | .....                        | .....                    |
| 75. Scientific instruments and appliances ..                         | 2                                      | 11.44                        | .....                    | .....                                  | .....                        | .....                    |
| 76. Seed crushing .....                                              | .....                                  | .....                        | .....                    | 2                                      | 6.17                         | .....                    |
| 77. Shipbuilding .....                                               | 7                                      | 15.59                        | 131.6                    | 4                                      | 6.73                         | .....                    |
| 78. Silk and silk goods .....                                        | 5                                      | 6.68                         | .....                    | 4                                      | .....                        | .....                    |
| 79. Sporting goods .....                                             | 2                                      | 6.01                         | .....                    | .....                                  | .....                        | .....                    |
| 80. Stone .....                                                      | 7                                      | 12.02                        | 40.1                     | 1                                      | 8.58                         | .....                    |
| 81. Straw goods .....                                                | 5                                      | 8.97                         | .....                    | .....                                  | .....                        | .....                    |
| 82. Tallow, candles, soap, and grease .....                          | 5                                      | 10.28                        | 79.1                     | 3                                      | 5.74                         | .....                    |
| 83. Tobacco and cigars .....                                         | 6                                      | 10.53                        | 134                      | 1                                      | 4.50                         | .....                    |
| 84. Toys and games .....                                             | 2                                      | 7.96                         | .....                    | .....                                  | .....                        | .....                    |
| 85. Trunks and valises .....                                         | 2                                      | 12.07                        | .....                    | .....                                  | .....                        | .....                    |
| 86. Whips .....                                                      | 3                                      | 10.56                        | .....                    | .....                                  | .....                        | .....                    |
| 87. Wooden goods .....                                               | 4                                      | 10.39                        | 168.5                    | 2                                      | 3.87                         | .....                    |
| 88. Woolen goods .....                                               | 7                                      | 6.75                         | 40.9                     | 4                                      | 4.79                         | .....                    |
| 89. Worsted goods .....                                              | 5                                      | 6.83                         | 82.1                     | 3                                      | 3.75                         | .....                    |
| <i>Laborers.</i>                                                     |                                        |                              |                          |                                        |                              |                          |
| 90. Laborers .....                                                   | 3                                      | 11.57                        | .....                    | .....                                  | .....                        | .....                    |

## SUMMARY.

|                                           |       |        |       |       |        |       |
|-------------------------------------------|-------|--------|-------|-------|--------|-------|
| Domestic and personal office .....        | 1     | \$3.03 | ..... | ..... | .....  | ..... |
| Trade and transportation .....            | 1     | 12.44  | ..... | ..... | .....  | ..... |
| Agriculture .....                         | 5     | 6.59   | 191.6 | 1     | \$2.26 | ..... |
| Fisheries .....                           | 1     | 11.67  | ..... | ..... | .....  | ..... |
| Mines .....                               | ..... | .....  | ..... | 2     | 5.14   | ..... |
| Manufactures and mechanical industries .. | *3.80 | 9.81   | 73    | *2.68 | 5.67   | ..... |
| Laborers .....                            | 3     | 11.57  | ..... | ..... | .....  | ..... |
| All industries .....                      | *3.70 | 9.77   | 75.4  | *2.62 | 5.57   | ..... |

\* Average.

From the preceding table we secure our first grand comparison and result.

In the 90 industries considered, from 1860 to 1883, the general average weekly wage was 75.40 per cent higher in Massachusetts than in Great Britain.

If we examine the manufacturing and mechanical industries by themselves, 84 in Massachusetts and 35 in Great Britain, we find, in these industries, that the general average weekly wage, from 1860 to 1883, was 73.02 per cent higher in Massachusetts than in Great Britain. If we confine our comparison to the 37 industries which supply an exact comparison—that is, an average figure in both countries for the same industry—we discover that the general average weekly wage in these 37 industries in Massachusetts, from 1860 to 1883, was \$10.17, while in Great Britain it was \$5.57, or, the general average weekly wage was 82.59 per cent higher in Massachusetts than in Great Britain. A further examination of these 37 fully comparative industries shows that in 8 the percentage in favor of Massachusetts was less than 60, in 7 from 60 to 80, in 11 from 80 to 100, and in 11 over 100 per cent, reaching as high as 191.6 per cent.



Mr. RUSSELL. In connection with Mr. Talcott's letter, I have a letter here from the secretary of the American Hosiery Company which deals largely with the question of labor in the manufacture of underwear and hosiery, which I would like to go in the record.

Mr. Russell submitted the letter, as follows:

NEW BRITAIN, CONN., *December 24, 1896.*

Hon. CHARLES A. RUSSELL,  
*Washington, D. C.*

DEAR SIR: Mr. Dimock, of the Nonatuck Silk Company, has requested us to give you our views relative to the tariff on silk underwear and hosiery.

The knitting of fashioned silk underwear, where the shape is formed as the knitting proceeds, is necessarily a slow and expensive process as compared with ordinary weaving, and it requires very costly machinery and skilled labor. Furthermore, when the garments come from the knitting machines, the selvages have to be joined or "seamed," and on silk goods this is a hand process involving much labor. After the "seaming" and pressing, the "finishing" or "making up" remains to be done, which also involves a great deal of labor, for goods of this class require the same care that a tailor would bestow on a suit of clothes. There are also the facings, pearl buttons, braids, and other trimmings to be applied, which all tend to increase the cost. Then, also, the "packing" and preparing for the market involves a large expense as compared with ordinary woven fabrics, or piece goods, as the underwear is all put up two-twelfths dozen in a box, which, with the stamping, labeling, etc., make the charges for this department quite large. We are inclined to think that in no other branch is the proportion of hand labor to the cost of the goods so large as in the manufacture of fashioned underwear and hosiery.

Under the McKinley tariff we had a protection of 60 per cent, and did fairly well, and were able to produce goods which were admitted by competent judges to be fully equal in every respect to the finest imported goods. Under the present duty of 50 per cent ad valorem our business has fallen off, and we can do very little.

We do not wish to burden you with details, but, as already intimated, this branch of silk industry is quite different from the manufacture of piece goods, ribbons, or other woven fabrics, in that the goods have to be "made up" in garments, ready for the wearer, under similar conditions that would exist if ordinary dress goods, velvets, etc., were to be "made up" in costumes to compete with imported goods. We are aware that it is difficult to arrange a schedule of duties that will meet all these various conditions. We do not advocate any excessive duties. All that we wish is a fair protection, and we would therefore suggest that the 60 per cent duty be restored; in fact the business requires that extra 10 per cent to enable American manufacturers of this class of goods to hold their own against the cheap labor of Europe.

AMERICAN HOSIERY CO.  
E. H. DAVISON, *Secretary.*

#### STATEMENT OF W. H. BILYEU, REPRESENTING THE PHILADELPHIA KNITTING MILLS, OF PHILADELPHIA, PA.

TUESDAY, *December 29, 1896.*

Mr. BILYEU said: We are manufacturers of silk hosiery, having quite an extensive plant, and I would ask the committee to put our duty back again to what it was in the McKinley bill, which was 60 per cent ad valorem. This is a luxury, and something that everybody does not use. It affects hardly anybody in this country, because there are only two or three manufacturers of it. The American Hosiery Company, I believe, as well as ourselves, manufacture silk hosiery. It is merely asking for an amount to be put back to sustain a struggling industry that really needs it.

The CHAIRMAN. It was 60 per cent under the act of 1890. That covers laces and articles made of lace, embroidered by hand or machinery, handkerchiefs and articles of wearing apparel of every description, including knit goods?

Mr. BILYEU. That is the article; yes sir. Schedule L, Paragraph 301.



## KNIT SPUN SILK UNDERWEAR.

(Paragraph 301.)

FLORENCE, MASS., *December 26, 1896.*Hon. CHARLES A. RUSSELL, *Washington, D. C.*

DEAR SIR: Replying to inquiries as to a fair rate of duty on such goods as we manufacture, I am fortunate in having full details of the cost of knit spun silk underwear, as given me by our manager last July. The details cover the cost of ladies', gents', and infants' shirts, vests, and drawers, and show that each pound of spun silk yarn put into garments cost \$7.02, of which \$4.66 was labor account in the knitting department and \$2.36 the cost of manufacturing the spun silk yarn, thus we have 66.38 per cent of the entire cost in the knitting department, labor account.

Now, as regards the cost of such goods in Europe. I will take a conservative view and assume that the labor account in knitting and making up garments in Europe is 50 per cent less and the cost of spun silk 25 per cent less than in this country, thus saving one-half of \$4.66 in labor, \$2.33; saving one-fourth of cost of yarn, \$2.36, \$1.77; and we have cost of 1 pound of knit underwear in Europe, \$4.10; add, say, 60 per cent duty, \$2.46, and we have \$6.56, and we are still 46 cents a pound on the wrong side of the ledger.

The trouble with knit goods is that, unlike woven fabrics, such goods are made into garments instead of being sold in bulk. I am convinced that nothing less than the equivalent of a 60 per cent ad valorem duty will enable us to start up our idle knitting machines, notwithstanding our superior facilities for marketing goods through our various stores in the leading cities east and west.

I am not able to formulate a plan for specific duties on knit goods that would be practical.

IRA DIMOCK, *President Nonotuck Silk Co.*

## RECLASSIFICATION RECOMMENDED.

(Paragraph 302.)

NEW YORK, *December 29, 1896.*

## COMMITTEE ON WAYS AND MEANS:

We are in favor of any reasonable duty, but this duty as honestly collected as possible. Therefore we favor a partly specific duty and high penalties for any fraud. As it now is, silk and silk mixed goods are mostly imported by so-called commission houses and sold for a certain commission, which leaves all responsibility as to the correctness of invoices to the foreign manufacturer. This practice has resulted in undervaluations in this branch alone of from 25 to 50 per cent, and has debarred in a great many cases would-be purchasers of goods in the foreign markets from doing so. We therefore suggest that Schedule L, silk and silk goods, paragraph 302, be changed as below:

Schedule I, silks and silk goods, paragraph 302, should be changed as follows:

302. All manufactures of silk, or of which silk is the component material of chief value, not specially provided for in this act, (a) if made of raw silk warp and single cotton filling, 5 cents per square yard and 20 per cent ad valorem; (b) if made of raw silk warp and doubled cotton filling or doubled silk warp and single cotton filling, 7½ cents per square yard and 22½ per cent ad valorem; (c) if made of organzine or doubled silk warp and doubled cotton filling, 10 cents per square yard and 25 per cent ad valorem; (d) if made of all silk, 10 cents per square yard and 30 per cent ad valorem.

(a) Would realize, on an average price of 20 cents per square yard, 45 per cent.

(b) Would realize, on an average price of 30 cents per square yard, 47½ per cent.

(c) Would realize, on an average price of 40 cents per square yard, 50 per cent.

The chances also on all silk goods for undervaluations would be greatly reduced and 50 per cent surely collected.

BISTER &amp; SCHMITT,

*Importers and Commission Merchants, 100-102 Grand street, New York.*



**AD VALOREM v. SPECIFIC DUTIES AS APPLIED  
PRINCIPALLY TO TEXTILE FABRICS.****STATEMENT OF MR. E. C. HOVEY, REPRESENTING THE TEXTILE  
MANUFACTURERS' ASSOCIATION, OF NEW YORK.**

TUESDAY, *December 29, 1896.*

Mr. HOVEY said: Mr. Chairman, I came here wholly unprepared to say anything, but I could not have been in the business in which I have been engaged for three years past without being prepared to say something on the subject of undervaluation. I think it is the crying evil, and, standing here as the representative of my association, I ask, in the name of my association, that this committee do what they can to frame a law which will prevent, as far as possible, undervaluation and frauds upon the revenue.

When, after some years of administration, the Assistant Secretary of the Treasury informs the public that in his opinion there is a deficit of \$25,000,000 a year through and by reason of undervaluations, it seems to me that the subject of undervaluations, as applied to the tariff, is one worthy of serious consideration on the part of the Ways and Means Committee of the House. It was my privilege last summer, as the representative of my association, to go to Europe entirely on the business of my association. Part of the time I had the pleasure of the companionship of members of this committee. During my absence of about two months on the other side I visited thirty-nine consulates, and I did what I could to learn what was being done by the Treasury Department on the other side of the water to prevent undervaluation; and that, added to my daily contact with the officers of the Government in New York City and the custom-house officials, the appraisers' stores, board of special agents, and the Board of General Appraisers, leads me, in my official capacity, to ask you gentlemen to be very careful in the consideration of every schedule which comes before you to see if by chance you may not wipe away the loopholes that now exist whereby the dishonest importer gets the advantage of the honest man.

The CHAIRMAN. And also gets the advantage of the Government.

Mr. HOVEY. Yes, sir. When, as happened not very long since, an importer of silk goods imported and swore to his invoice—merchandise made of silk—which on a chemical analysis disclosed the fact that the value of the raw silk contained therein was more than the total cost as declared by his invoice, and sworn to by him; and when that same man, whose invoice had been advanced 80 per cent by the local appraiser, sustained by the Board of General Appraisers, approaches Washington with the desire to have the penalties which naturally go with such an advance remitted, and when such penalties are remitted, and because, by reason of a recent decision of the Attorney-General of the United States, no intent to commit fraud was proven, it seems to me that, as the representative of a business man's association, I do not go very far wrong when I say it is time to call a halt. That is a fact that appears on the books, and any of you gentlemen can find the facts as I state them, by reference.

Mr. EVANS. What case was that?

Mr. HOVEY. This is a public hearing.



Mr. EVANS. There is nothing secret about it if the record is public.

Mr. HOVEY. I will be very glad to inform any member of the committee privately, but I do not care to name the case publicly.\* It seems to us that what is more needed than anything else (because we have nothing to do with tariff making—we eschew that) is the question of administration; and until that question of administration is settled, unless by chance you arrive at specific duties on every schedule in the tariff, which I think may be considered well-nigh impossible, you will be unable to collect the full measure of duties as assessed or as called for by the different schedules of the tariff.

The CHAIRMAN. You would say that so far as specific duties can be supplied that would be a perfect remedy?

Mr. HOVEY. Yes, sir; for this reason, Mr. Chairman: The dishonest

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\* NEW YORK, January 6, 1897.

DEAR SIR: Since my return from Washington I have, as I promised you, been at work to secure the details of the importation of silk referred to by me before the Ways and Means Committee. I am now able only to give you such information as may serve you in your endeavor to identify the case, for I am not in a position to offer you exact details.

The case referred to covers two importations of Mr. Harry Robinson some time during October, 1895. The merchandise was advanced by the local examiner very considerably. On appeal to a single general appraiser the advance made by the examiner was not only sustained but increased. On appeal to a full board the final decision established values above the local examiner's, but under those ascertained by the single appraiser. The estimated duties on entry were about \$2,800. The duties as finally arrived at by the full board (including, of course, penal duties, so called) amounted to over \$10,000. I can not give exact figures. They will, however, be proven to be approximately correct if you will consult with Mr. Ely, assistant district attorney. So far I have proceeded in my endeavor to secure absolute figures for your guidance.

In my remark I made the statement that expert analysis in this case had developed the fact that the merchandise in question had been invoiced at less than the cost of raw material therein. This statement can, I believe, be substantiated by the testimony in the case.

The above statements were made by me on information which I believed trustworthy. I am sure, from what I now learn, that the confidence which I placed in my informant was well grounded.

The second part of my statement, namely, that these penalties had been remitted, was likewise made by me on information which I believed to be trustworthy. I wish now to state as emphatically that this statement is not borne out by the facts. The case is now before the United States commissioner in remission proceedings.

It was my intention to be present in Washington to-morrow at the hearing before the Ways and Means Committee, that I might make this statement as publicly, and give to it the same currency as that given to my remarks which this letter calls forth.

Being prevented from doing so, however, I send this communication to you for such use as you choose to make of it. I venture to suggest, however, that you show it to Mr. Dingley and his associates on the committee, to whom this correction is equally due.

I desire to emphatically deny that an attack upon your administration was in any sense the purpose of my remarks. I used this case (which I fully believed to be a bona fide one) only to illustrate the difficulty in proving intent to commit fraud, and what the result is when such proof is missing.

One does not look back with pleasure upon a circumstance such as this. I certainly do not, for two good reasons: First, the statement made has been taken as a reflection upon you and your administration. This was farthest from my thought, for I have expressed myself too frequently, both in public and in conversation, along lines quite the reverse; secondly, one must ever regret having made a statement, however unwittingly, which facts will not substantiate.

Trusting that the above will place you in position to identify the case, and at the same time to correct an evil of which I was the innocent cause, I remain,

Very truly, yours,

E. C. HOVEY.

Hon. CHARLES S. HAMLIN,

*Assistant Secretary of the Treasury, Washington, D. C.*



importer, under ad valorem duties, must have collusion with a man on the other side of the water, who is without the jurisdiction of the United States. Under specific duties, assisted by the use of the yardstick or the use of scales, they must have collusion with a Government employee, both he and the Government employee being within the jurisdiction of the United States, and you know far better than I how few cases there have been where punishment has followed undervaluation when proven.

I realize from what has been said and from the Attorney-General's decision that the stumbling-block is the proof that is lacking of intent to commit fraud; and yet I dare say that if I should continuously pass a counterfeit coin there would be no question as to my intent to commit fraud. I simply ask that these gentlemen whose invoices are constantly being advanced shall be looked upon with some suspicion, and the fact that their goods are being advanced from 10 to 15, 25, 50, 60, 70, or 100 per cent shall not entitle them to the same consideration as is given those gentlemen whose names never appear before the Board of General Appraisers excepting on the question of classification.

I shall be very glad to answer any questions put to me, but have no further statement to make except to once again impress upon you, in the name of 150 manufacturers, importers, jobbers, and retail dealers of this country, that you will, in formulating a tariff, realize that if you can establish specific duties you are taking a very far step in advance.

The CHAIRMAN. You speak of having made investigations in Europe as a representative of your association. Is it not true that the tariffs of Great Britain, France, and Germany are almost exclusively specific in their duties?

Mr. HOVEY. Yes, sir. I understand, if I am correctly informed, that there are two nations in the world still clinging to ad valorem duties; one is the great United States and the other is Turkey. [Laughter.]

The CHAIRMAN. Do you think it is possible, in a tariff almost exclusively ad valorem, particularly addressing yourself to the textile schedule, for any administration to prevent undervaluation to any very great measure?

Mr. HOVEY. Absolutely not, sir.

Mr. WHEELER. You spoke of rates being advanced 10 or 100 per cent. Is it not true that many kinds of goods in Europe are sold at least 10 or 15 per cent less to be exported to America than the price at which they sell in Europe?

Mr. HOVEY. I suppose it so happens, as it happens in this country. A man in New York will sell goods perhaps 5 or 10 per cent less to Boston than to Chicago if he has already sold to Chicago and established his market price there.

Mr. WHEELER. And is it not true that where the movements are made to raise the invoices it develops many times that the goods were actually bought at the price invoiced in Europe?

Mr. HOVEY. I don't think so. Most of our trouble comes from goods consigned not to the party who actually receives them, but to the stool pigeon I have already referred to.

The CHAIRMAN. The invoiced price should show the value of goods in the principal markets of the country, not what they may have been bought for in some special case. The trouble is in the great variety of goods, particularly textiles. It is difficult to ascertain what the market value is.

Mr. HOVEY. Very difficult indeed, sir.

Mr. WHEELER. I recollect particularly the article of varnish about ten years ago. Proof was very positive they sold it in Europe to go



to America at a less price than it was sold to be used in England, and yet the Government raised it to the average price in England.

Mr. HOVEY. I have no doubt that obtains at times. It must necessarily obtain.

It seems to me, if I may say one word more—I dealt on this point at some length the last time I appeared before your honorable committee—that so long as a stool pigeon, a man who has no interest whatsoever in the merchandise which he enters at the New York custom-house, is permitted to stand as the bona fide importer of these goods, so long will the United States Government have trouble in collecting its duties; and I ask any gentleman here what reason, other than a dishonest one, can suggest to a merchant in New York, Boston, Philadelphia, Baltimore, or Chicago the putting out of his hands, temporarily you may say, but even for a second of time, the right, title, and interest to his merchandise, which he has paid for and which he owns; and yet the records of the New York custom-house will show that a large quantity of goods are daily being imported into New York for John Jones, who is the real owner of the goods, by Charles Smith, who has no interest in the goods whatsoever.

When I brought that matter to the attention of the Secretary of the Treasury I was told that it could not be stopped. Far be it from me, not being a lawyer, to combat that opinion. I simply say this: That when I was an importer of merchandise from Calcutta and China and Japan of goods which arrived in this country, via San Francisco, I furnished the Central Pacific Railroad power of attorney by which and under which they made entry of my merchandise in my name, and I see no reason why that same rule should not obtain on merchandise coming over the border—either our northern border through Canada or southern border through Mexico—or certainly through the port of New York; and yet the name of the bona fide importer is disclosed when the importation is known and the entry is made. The result is that in many instances, as you will find by investigation, the man who is responsible to the United States Government for the payment of those duties is not on record as having sworn to the fact that he does not know of any other invoice. The stool pigeon can do that and not put himself open to a charge of perjury.

The CHAIRMAN. Your experience has brought you into close connection with the manufacturers of textiles?

Mr. HOVEY. Entirely so.

The CHAIRMAN. What is your experience in reference to the extent of the undervaluation of textiles? Take, for example, the woolen schedule, which is largely ad valorem?

Mr. HOVEY. I think it is very large.

The CHAIRMAN. Would you undertake to say what you would judge to be the average undervaluation?

Mr. HOVEY. I could not do that, Mr. Chairman. On silks I believe I am on record before this committee as having expressed an opinion—which I said was rather a tentative one—that the duty was 40 per cent, and that I didn't think we collected over 35 per cent.

The CHAIRMAN. The duty under the present law on wools, except a small body of the cheaper goods, is 50 per cent.

Mr. HOVEY. Yes, sir.

The CHAIRMAN. Is it your judgment that as a matter of fact the Government gets much over 35 per cent of the real valuation of those goods?

Mr. HOVEY. I don't think it does. At the same time I desire to be



placed on record as saying that it is very difficult to name any percentage. The records of the boards of general appraisers will prove my point. I do not go, and need not go, beyond the records of the Treasury Department to prove my point.

## UNDERVALUATION AND ORIENTAL COMPETITION.

NEWBURGH, N. Y., *December 28, 1896.*

### COMMITTEE ON WAYS AND MEANS:

I most earnestly recommend a specific duty on silk goods, whether the same be made from all-worm silk or part silk or any substitute for silk. Ad valorem duties open the gates for undervaluations and has been the curse of the present tariff. A specific duty enables the custom-house officers to determine the amount of duty to be paid at the port of entry by simply getting at the weight of the goods.

The labor on silk goods costs in Japan about 25 cents per pound. In this country it costs about \$5.25 per pound. Labor that costs here from \$1.50 to \$2.50 per day can be obtained in Japan from 5 to 8 cents per day. The Japanese, in addition to the cheap labor, have the most improved machinery to work with. Within the past few years they have ruined the manufacture in this country of any class of goods they have taken hold of. I refer you to Robert Porter, ex-Superintendent of United States Census, who has recently been in Japan, to confirm what I say in this regard. I also refer you to Vice-President-elect Hobart, who is familiar with the effects of Japanese competition on the silk industry of this country. Silk goods should pay a duty of at least \$5.25 per pound. I repeat that this duty should be laid on all goods made wholly or in part of silk or any silk substitutes.

I think that raw silk, as well as spun silk, should be admitted free. Raw silk is now and has been free for many years, as it can not be produced in this country. Spun silk has been paying a duty of about 30 per cent, and is only produced here to a very limited extent.

SAXONY MANUFACTURING CO.



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SCHEDULE M.

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PULP, PAPERS, AND BOOKS.

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## Schedule M.—PULP, PAPERS, AND BOOKS.

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### PULP AND PAPER.

(Paragraphs 303 and 306.)

#### STATEMENT OF JOHN NORRIS, BUSINESS MANAGER OF THE NEW YORK WORLD.

THURSDAY, *December 31, 1896.*

Mr. NORRIS said: I am business manager of the New York World. I speak only for one newspaper, although I think I express the views of nearly every newspaper published in the United States. I speak as the consumer of one-thirteenth of all the news paper used in the United States. The New York World uses about 110 tons of paper on every mill working day, and the total product of the country is about 1,400 to 1,500 tons a day. I do not appear before the committee to present any request, either for the newspaper or for publishers generally; but I felt that it was due to this committee that someone should come here to advise it formally of the fact that the news-paper manufacturers of the United States have perfected their arrangements for a combination by which every newspaper shall be at the mercy of a central selling agency and by which the price of news paper shall be raised, and by which these gentlemen shall derive an additional profit of from \$5,000,000 to \$6,000,000 a year out of their investment, and thereby tax knowledge and diminish the educational possibilities of the newspaper press and book-printing resources of the United States. There are about 24 mills in the Eastern combination, and on December 15 there was a meeting—

The CHAIRMAN. You are speaking now of the manufacturers of white paper?

Mr. NORRIS. Of the manufacturers of news paper, and also men representing the wood-pulp interest, which constitutes from 75 to 85 and possibly 90 per cent of the material that goes into news paper. These folks have a protection of 10 per cent on wood pulp and of 15 per cent on paper. I have not had access to the recent Treasury statement, but I am confident that there is no news paper made at present for importations into the United States; but, on the contrary, the mills of this country are sending all of their surplus to England and to Australia, and the present calculation is that that market, when ocean freights are not boomed too high by wheat shipments, will take about 200 tons a day.

The imports of wood pulp, I think, in one year amounted in value to



about \$690,000, on which the gross revenue to the Government would be about \$69,000. The manufacturers set up all sorts of pretenses and claims with regard to the hard times and their inability to meet the competition of new mills, and of those which are unable to market their products except by breaking prices; but the fact is, that for the last ten years there has been a tendency towards the cheapening of the price of paper, and I submit that there is nothing which has done more to make an epoch in our history than the manufacture or the cheapening prices of paper and the construction of fast and cheap printing presses, by reason of the advantages which it gives to all of the people to secure educational facilities at the cheapest possible rate.

About fifteen years ago it was discovered that wood pulp would be the best material from which news paper could be made. It was regarded then just as shoddy was in connection with wool. But improvements have been made whereby the cost has been cheapened so that within eight years the price of news paper has been reduced from 4 cents to less than 2 cents to-day. Machines have been increased in speed. They have increased in width so that a given amount of labor will produce a very considerably larger output of paper. Grinders to turn the logs into pulp have been made, and those processes have been improved, and this present combine is simply a protest or an effort on behalf mainly of proprietors of poorly located mills tributary to denuded lands and upon exhausted water courses to combat the law of the survival of the fittest. The mills which are located upon water routes to the great markets of the country, which have limitless forests for their resources and with cheap water powers, can make paper so that it can be sold profitably in the market for less than  $1\frac{3}{4}$  cents per pound. The tendency is in that direction more and more. The aim of this combination is to keep the price up to about  $2\frac{1}{2}$  cents a pound. The ruling rate now is close to 2 cents, and they expect, by clipping off all sorts of concessions which have been made to publishers, by charging on weight instead of production, and by numerous little things (in which the committee can hardly be interested) they will derive an advantage equivalent to about half a cent per pound.

I felt that it was due to you that this information should be submitted to you in order that in any kind of revenue or tariff reform you could consider how far such a combination, organized for private interest, and taxing knowledge and reducing the facilities for information, should be permitted to take advantage of any Congressional regulation or tariff restriction to further that charter of monopoly.

The CHAIRMAN. The duty is now 15 per cent on paper.

Mr. NORRIS. Yes, sir. Practically no news paper is imported. That is simply a prohibitive duty.

Mr. TAWNEY. I see from this book that there were 45,000 tons imported in 1896.

Mr. NORRIS. Of news paper? No, sir; absolutely nothing of the kind.

Mr. TAWNEY. It says printing paper, suitable only for books and news paper.

Mr. NORRIS. It may be book paper, it may be finely cut paper, but the only place where any materials entering into news paper could come from would be Canada, where there are three mills, one at Sault Ste. Marie, the Larantide, and some lumber companies connected with the Glens Falls, and one or two other large mills which ship down by the way of Hudson River the lumber cut into sticks about two feet long. Practically no paper of that kind could be imported because home



manufacturers could more than meet that competition, and they are to-day supplying England at the rate of about 200 tons a day.

Mr. PAYNE. I did not suppose there was any news paper exported.

The CHAIRMAN. From this report I see that in 1893 there was imported 1,637,321 tons, and in 1896 1,772,179 tons.

Mr. NORRIS. That might be book paper sent for special purposes, but, so far as news paper is concerned, the Glens Falls mills which supply us, turn out 220 tons a day, and another factory 120 tons a day.

The CHAIRMAN. This paper is worth 6 and 7 cents a pound.

Mr. NORRIS. Our paper is worth only about 2 cents a pound.

Mr. TAWNEY. Do you think taking off this duty would have any effect on the trust or combination controlling prices?

Mr. NORRIS. It would simply make impossible any combination in so far as it attempted to raise the price of paper. It would be an automatic check upon any monopoly.

Mr. TAWNEY. If we imported none in competition with that produced by a combination how would it operate as a check?

Mr. NORRIS. It would simply force them to keep their price down 15 per cent below the rate at which they could sustain a combination. The point on which this combination now builds is that it has obtained all of the available water powers.

Mr. TAWNEY. My point is, if we imported none to come into competition with that which is produced by the combination, or could import none, how would removing the duty affect the combination?

Mr. NORRIS. To-day the duty is prohibitive. If you will allow me I will continue the point I started out to make. It was this: This combination has obtained, or claims that it has obtained, all the available water sites for power. Paper can not be made by any other process except water power, which makes it sufficiently cheap to enable them to grind their pulp. They have also obtained control of all the spruce tracts, which make the best pulp, and therefore they have the entire industry absolutely at their control. However, in Canada there are exhaustless forests and water powers that would be sufficient to supply any amount up to an output of 2,000 tons per day. The mere fact that that is possible, with the duty off paper, would entirely check that combination. They are protected to an extent by distance. The fact of transportation would be a factor.

Mr. TAWNEY. You maintain that paper would be imported into this country were it not for this duty?

Mr. NORRIS. That it might, yes; and that if the duty were removed it would simply be an additional check against this tax on knowledge. The fact that the denudation of the forests would be materially affected might be one fact for Congressional consideration. There are about 400,000 acres each year taken for this purpose, although a considerable part of it is now taken from Canada.

Mr. STEELE. You are of the idea that all pulp mills are on water courses. You are wrong there, because in my city there are two pulp mills.

Mr. NORRIS. What is your city?

Mr. STEELE. Marion, Ind. There is water running by, but we don't use it. [Laughter.]

Mr. NORRIS. This does not come in competition——

Mr. STEELE. It grinds pulp for the market, and for the Eastern market.

Mr. NORRIS. We are not aware, so far as I know, that any of that pulp ever comes to us.



Mr. STEELE. I want to inform you that we are going to be in it.

Mr. NORRIS. Up in the Fox River region, as soon as the lake level fell, these manufacturers there attempted to put in steam power in order that they might grind the pulp, but they found that the cost of steam power was five times as much as water power.

Mr. STEELE. I would say, further, that the steam power costs us nothing.

Mr. NORRIS. You must be over a volcano, or something of that kind, then.

Mr. STEELE. No; we have natural gas.

Mr. PAYNE. I understood you to say that in Canada there were mills with sufficient water power to supply the entire consumption of the United States.

Mr. NORRIS. There is one at Sault Ste. Marie, on the American side.

Mr. PAYNE. But I am talking about the Canadian side. I understood you to say that on the Canadian side there was sufficient water power to produce all the paper this country could consume.

Mr. NORRIS. Yes, sir; all the news paper.

Mr. PAYNE. With free news paper would not the lower wages in Canada enable them to take our entire market?

Mr. NORRIS. No, sir.

Mr. PAYNE. Why not?

Mr. NORRIS. Because they are protected by transportation rates.

Mr. PAYNE. That is all the protection there would be.

Mr. NORRIS. As a matter of fact a very considerable quantity of the wood pulp that is manufactured in the United States is manufactured from wood cut in Canada and shipped by canal to this country.

Mr. PAYNE. Yes; so that the freight rates do not seem to protect our people who produce the timber here now. But you think the freight rates would protect on paper.

Mr. NORRIS. I did not come to discuss the general proposition. All I came here for was to submit the mere information, and leave you to thrash it out in your own way.

Mr. TAWNEY. You state that this combination comprises practically all of the paper mills and pulp mills in the United States. Do you know that to be a fact or not?

Mr. NORRIS. I do; every large paper manufacturer that I know, and I think, as the best customer of the paper companies, I know all of them.

Mr. TAWNEY. Is it the object of that trust to control the price and the output?

Mr. NORRIS. Absolutely, by the location of a central agency in our building.

Mr. TAWNEY. When was this organization or combination created?

Mr. NORRIS. It has been in process of germination for a year or more, and the lawyers are now tinkering on the fringes of it. The manufacturers have settled all of the details among themselves, and I think that within the last forty-eight hours it has been practically closed. That is the assurance that I get from the gentlemen who are in the combination.

Mr. TAWNEY. There are paper mills as far west as the State of Washington, and also mills in Minnesota and Nebraska. How about those?

Mr. NORRIS. I should say that the State of Washington would not be comprised within that, and I should say that Nebraska would not be comprised within that combination. I may have been inaccurate in my statement that all of the news-paper concerns were in this combination.



I should have stated, possibly, that all of the large news-paper interests are in the combination. I can give you a list of the mills in the East and the representatives in the West.

Mr. TAWNEY. Do you think that this duty of 15 per cent here would be necessary for the protection of those industries that are not part of the combination or trust?

Mr. NORRIS. They are not material. They do not produce six per cent of the total product.

Mr. TAWNEY. I understand you, then, that you are not certain that this combination has been completed?

Mr. NORRIS. Well, I have stated in detail the extent of my knowledge. They assure me that all of the practical details have been adjusted among themselves—all of the questions of the central agency, the designation of the gentleman who is to go to London to represent the combination, the gentleman who is to be assigned to Chicago, and the gentleman who will control the business in New York, where they will have an office in the World building.

The CHAIRMAN. If news paper should be put on the free list, would not the effect of that be to stop all the mills in this country, if they can go to Canada and take advantage of the spruce supply?

Mr. NORRIS. No, sir; it would simply check the tendency of this combination toward higher prices.

The CHAIRMAN. Would they not be able to make more profit, getting labor cheaper in Canada and getting their stock cheaper, if it should be put on the free list? Would they not transfer the industry to Canada—not only the industry but the combination?

Mr. NORRIS. No, sir. It would be too large. It would be impossible, as much so as a combination of laboring men or a combination of farmers.

Mr. STEELE. Suppose you put timber on the tax list and paper on the free list; what would be the effect?

Mr. NORRIS. I have no apprehension that you will do that.

Mr. EVANS. What is the character of the timber used in the manufacture of pulp?

Mr. NORRIS. Spruce. Poplar is used in some of the Southern localities, but spruce is mainly used.

Mr. EVANS. How old does the timber have to be? Do you use small sticks?

Mr. NORRIS. We use logs of very considerable size; about 12 inches.

Mr. EVANS. You can not profitably make it out of young timber?

Mr. NORRIS. I think not.

Mr. RUSSELL. You think it is proper to put news paper on the free list and leave paper used for books on the dutiable list?

Mr. NORRIS. Understand, I am not here to suggest anything. I really came with no opinions on the subject. I did not even examine your schedule to see whether books and news paper were in the same grouping.

Mr. RUSSELL. You have not an opinion whether news papers should be on the free list?

Mr. NORRIS. Where there is a menace to practically all of the population in a tax on knowledge, amounting to \$6,000,000 a year, I should say that if Congress had to deal with a combination or trust or pool that attempted to take advantage of its limitations or revenue measures, that Congress would be justified, simply for public protection, in putting news paper on the free list and pulp on the free list, or putting pulp and not paper on the free list.



Mr. TAWNEY. I understand you to say that this tax on knowledge, of which you speak, arises from the fact that this combination has been created for the purpose of destroying competition and absolutely controlling the price of that product.

Mr. NORRIS. That is accurate. Yes, sir.

Mr. STEELE. That a combination is to be formed?

Mr. NORRIS. That a combination is practically formed.

Mr. TAWNEY. That might be a very important consideration for the committee; but before acting on it we ought to have some positive information whether the combination has been created, and if so, whether or not it is created for this purpose.

Mr. NORRIS. It is created for the ostensible purpose of economies on four or five different lines. That by dispensing with the salesmen and various selling agencies they think they could save half a million dollars a year—by reducing the force of traveling men and making economies in that respect; second, that they could economize ultimately, not immediately, upon the supplies which they buy from supply men; third, that they could save a great deal of money by savings of railroad rates, where, for instance, a mill in Pittsburg or Buffalo prefers the output of Otis Falls or Rumford Falls instead of Niagara Falls, the selling agency would give it Niagara Falls paper at a price, and if it indicated a wish for Rumford Falls paper it could have it, but it must pay the difference in transportation; and there would be a basis price, so that practically this combination would put a penalty on every publisher who did not take the particular product of paper which was designated for it.

Mr. RUSSELL. This proposed combination affects only news papers?

The CHAIRMAN. Do you know what proportion of the product of paper in the country is included in this combination. Have you any knowledge on that subject?

Mr. NORRIS. There might be 6 or 7 per cent of the present mills—small two-machine mills which can only operate to-day by reason of some local demand where there are no railroad rates upon it, but the fact that large 12 and 14 machine mills have been established during all their operations upon a wholesale basis and introducing the latest and most economic machinery, has driven the little fellows, practically all of them, out of news paper manufacture, and they have gone into books or manila or wrappings. Of course as soon as this combination rose, the effect would be that a market would be created for the small mills when the price had been raised to the point at which it would be profitable for these mills to again make news paper.

We have no serious apprehension that at any future day there will have been much of an increase in the price of paper by reason of the fact that newspaper publishers would probably build their own mills, and that there would be competition engendered and a premium would be put upon the introduction of economic methods. For instance, a pulp grinder to-day will turn out about 4 tons of ground wood. Within the last week a grinder has been put upon the market which, with less power, will turn out 7 tons, so that the mill, with practically no increase in the cost of its equipment, will be able to turn out twice the quantity. That, of course, insures us an economy in manufacture, so that ultimately there will have been an inducement for the location of news paper mills which, inside of a year, will have closed about half of the mills which are in that combination, and it will result in an overproduction, violent fluctuation, and reduction of the market price without going to Canada. The only thought I had was that Congress had a chance, in this particular matter, where no revenue came from news



paper, to put a menace upon any such combination as that which has been practically formed.

Mr. PAYNE. Then your idea is that if this trust was let alone, in less than a year it would destroy itself?

Mr. NORRIS. I think all trusts will, other than those which have a particular advantage like the Standard Oil trust.

**STATEMENT OF HON. WILLIAM A. RUSSELL, EX-MEMBER OF  
CONGRESS FROM MASSACHUSETTS.**

Mr. RUSSELL said: Mr. Chairman and gentlemen, I am somewhat under a disadvantage in undertaking to answer my friend Mr. Norris, who has preceded me, from the fact that I have not been here to hear his argument. It was my own fault, however. But I understand that he is asking you to put wood pulp on the free list, and possibly, paper. Am I correct?

Mr. PAYNE. Paper for newspapers.

Mr. RUSSELL. And wood pulp as well?

Mr. PAYNE. I don't think he mentioned it specifically.

Several Members. Yes, both.

Mr. NORRIS. Both, if necessary to break the combination.

Mr. RUSSELL. And he bases that request or demand on a statement that there is a combination of paper manufacturers who have come together for the purpose of advancing the price of paper—or a combination practically formed, as I understand it. I deny both that there is a combination formed, or practically formed, or that any combination, or any consideration of this matter, by the paper manufacturers which contemplates raising the price of paper at all. Mr. Norris knows this as well as anybody, or as well as any manufacturer knows, because he has been tested on that. If there is any fear that the price of paper would be advanced, naturally the paper consumer, who buys his paper by making contracts for a year and two years and sometimes longer, if he was offered paper at the same price that was existing when the paper manufacturers were considering this thing, would protect himself by making contracts. They fail to do that. They have had the opportunity.

The paper manufacturers, in a business that ranks, I think, fourth or fifth in the industries of this country, have for many years, or since my business experience began, had to come here and defend themselves from having wood pulp and paper put on the free list for the advantage of the newspaper publishers. We contend that that is not a fair treatment. The duties on paper and pulp are very much lower than on most any other manufactured article—10 per cent on pulp and 15 per cent on news paper. It does not meet the difference between the cost of labor in the countries from which we fear competition. And Mr. Norris knows very well where and why we fear competition from Canada. You may be incredulous, but nevertheless it is a fact that the object the fifteen or twenty gentlemen had, who a year and a half ago came together, was to consider whether they could not put their plants together, and operate them so that they might effect great economies, and be able to better compete with the outside competition that might come.

By a calculation then made we found, I think it was, \$1,500,000 would be saved on the output of the various mills by concentrating; that is, instead of each individual concern having an organization to sell its paper, and a man to make its purchases, and a man to do this and do that in the various branches of this manufacture, at good round salaries,



we found that we might employ one-tenth part of the men in the selling department, put the purchases into one party's hands, and so on through the list, and save \$1,500,000. Now, they did not contemplate saving that to themselves. They did not ask for it. They made up their minds that they were engaged in a business that was susceptible to this sort of an attack that is going on here every time the tariff comes before Congress. We understand the power of the press, the influence it has, and we fear it just as much as anybody. We are not insensible to that, and we get it every time the tariff is under consideration, and it is only by the greatest effort on our part that we maintain any protection at all. There is no good reason for this. We have not provoked it and there is no intention to do so. Some gentlemen have told me that Mr. Norris said that if the alleged combination of which he spoke was formed it proposed to put up the price of paper to 2½ cents a pound. It is now, we will say, 2 cents. Nothing could be farther from the truth and there is no evidence whatever that any such thing is contemplated. We simply ask you to keep the duty on news paper where it is now, on book paper as well, and to put the duty on wood pulp in the specific form, where it was under the McKinley law. We have not asked the McKinley rates, but we have made certain requests on the schedule we have sent in.

The CHAIRMAN. Do I understand you that in the statement you have filed you ask that the 10 per cent now provided by existing law shall be converted into an equivalent specific duty substantially.

Mr. RUSSELL. It is practically that.

The CHAIRMAN. And not the rates provided in the act of 1890?

Mr. RUSSELL. No; the valuation of pulp now we contend is too low.

The CHAIRMAN. That is, the invoiced valuation of the pulp is below the market price?

Mr. RUSSELL. Below the average market price from the country from which it is shipped.

Mr. STEELE. You spoke of minimizing the expenses by concentration. Did the consumers of news paper get any benefit from that?

Mr. RUSSELL. Would they?

Mr. STEELE. Did they?

Mr. RUSSELL. They did not, because there has been no such thing in existence.

Mr. STEELE. I thought you said so——

Mr. RUSSELL. Oh, no; I said they did not contemplate the raising of the price of news paper from any combination of the kind.

Mr. TAWNEY. I may be mistaken, but I understood you to say that there were some ten or twelve of the principal paper manufacturers that did form a combination or agreement for the sale of their product. Did I understand you correctly?

Mr. RUSSELL. No; I said a few gentlemen got together to consider whether they could not reduce expenditures in the way mentioned.

Mr. TAWNEY. I understood you to say they did have an agreement.

Mr. DOLLIVER. I understood Mr. Norris to say the central agency of that combination, or whatever you may call it, had opened an office in the World Building. Is that true?

Mr. RUSSELL. If he said that, I know more about the World Building than he does, and there is no such office there.

Mr. NORRIS. I said the plans had been carried to the point of practically designating the man who would sell for New York, whose office is, and would be in the New York World Building; also that the gentlemen for London had been designated, and the agent for Chicago;



and I should have said, also, that Mr. Russell had been practically decided upon for president.

Mr. DOLLIVER. Please tell the committee with some detail what this combination is and what is contemplated.

Mr. RUSSELL. I think it was a year and a half ago some of the leading paper manufacturers of the country held several conferences for the purpose of making up their minds whether it would not be a good plan to consolidate their various plants under one management, and an effort was made to do that. It failed. They gave it up. Now, you wanted to know what they intend to do.

Mr. TAWNEY. Have they since revived the project?

Mr. RUSSELL. They have since been considering the establishing of a selling agency, instead of putting their plants together to employ or to form a selling agency and to sell their paper through that agency. But nothing has been accomplished and there is no probability of anything being accomplished. It does not do what we wanted it to do. What we attempted to do was to bring about all these various economies. There might be something saved in the selling department, but it would not go farther than that, because the individual plants would go on as they are now. The combinations or trusts, or whatever you call them, that have been most successful are those that have consolidated their plants and have eliminated the expense that is attendant upon the individual plant and thereby produced goods very much cheaper.

I think the Standard Oil trust was referred to by Mr. Norris. They did the same, and you know the effect of it. I was here long enough to hear Mr. Norris speak about the burdens that were to be imposed upon newspapers by obliging them to buy paper or pay a larger price for paper because they wanted it from a far-off place—Rumford Falls, I think, he mentioned. Now, if they want Rumford Falls paper instead of some other mill's paper near at hand, and it costs more to get it there, why should they not pay more for it? One of the objects was to bring the quality of the paper—the product from these various mills carried on under one management—practically to the same standard. There are various standards. Mr. Norris might rather have one kind of paper than another, but he certainly can not have any objection, if the skill that is now exercised in one plant is made to serve the necessity of all, and bring up the quality of this paper to the highest standard of the one concern, or two, or half a dozen that now exist.

Mr. TAWNEY. If I understood Mr. Norris correctly, his principal objection was that this trust contemplated the destruction of competition and giving the combination an opportunity to increase the price of paper to the consumer. Is there any object of that kind involved in your combination?

Mr. RUSSELL. If we can manufacture paper under the consolidated form cheaper in and through that, Mr. Morris might see that others could not exist; but if we put up the price of paper, we hold the umbrella over everybody, don't we? What is it you want? If you want cheaper paper, we can give it to you better by putting ten or twelve of these large plants together and operating them.

Mr. TAWNEY. It is not for the interest of the American people to advocate any principle to destroy individual competition in the manufacture of any material.

Mr. RUSSELL. I agree with you, and it is no purpose of these people to do any such thing. To go back to the delivery of paper, which I did not fully explain. It was plain that a mill in New York might be sending



paper to Massachusetts and a mill in Maine selling paper to New York, and so on, paper passing each other, and a large sum of money wasted in that way, and we thought that if we could bring the quality of paper equal, so that it made no difference to the consumer, if they had a preference for this and that mill's paper, and that a good deal would be saved in transportation. That was one of the economies that lay in our path. But, as I said before, nothing was ever done. We could not agree upon valuation of property, and it fell through.

Mr. EVANS. Did you say that there was any such combination as that described by Mr. Norris?

Mr. RUSSELL. There is no combination; no, sir. I don't know what he has described.

Mr. DALZELL. Has this last scheme that was projected, creating a central agency for the papers of all the mills, been abandoned?

Mr. RUSSELL. Practically abandoned. We find the same difficulties in that matter that we did in the other matter.

Mr. PAYNE. Your lawyers are not drawing up the papers, then?

Mr. RUSSELL. No.

Mr. PAYNE. I presume you have discovered, as well as Mr. Norris, that a trust formed for the purpose of putting up prices invariably causes outside competition and eventually defeats itself.

Mr. RUSSELL. I do not believe there is an exception to that rule. There was a time when we came before Congress and objected to their putting wood pulp on the free list, because there was a patent existing which practically controlled the manufacture of that article. There is no such patent now. It is all free, and we are only asking the difference between wages here and wages abroad. It is a large industry, as you must know, and a growing one. The price of paper is going down all the time steadily.

The CHAIRMAN. Has there been any talk of forming a combination of pulp manufacturers, as such, aside from paper?

Mr. RUSSELL. I don't think there is any such combination.

The CHAIRMAN. Has there been any talk of anything of that kind?

Mr. RUSSELL. Nothing that I know of.

The CHAIRMAN. Then it was simply talk, in the newspapers about a year and a half ago, that that was intended.

Mr. RUSSELL. Wholly. I don't know of any such contemplated movement.

The CHAIRMAN. I understand you to say that no combination has been formed or is in process of formation, either in reference to combining a large number of mills or in reference to making one central agency for the sale of the product of the mills.

Mr. RUSSELL. No; I did not say that. I said we contemplated consolidating the mills. That was a year and a half ago, or such a matter. And we worked at it a long time, and it failed. Since then they have been considering the matter of establishing a selling agency, and that is under consideration, with no probability of success. That is all I can say on that point.

#### STATEMENT OF EX-SENATOR WARNER MILLER, OF NEW YORK.

Mr. MILLER said: It is just about twenty years ago when I appeared before the Ways and Means Committee of the House, of which Hon. Fernando Wood was then chairman, and of which Senator Frye, Mr. Garfield, and others were members. A movement was then made on the part of the free-trade newspapers of the country to have wood pulp put on the free list and the duty reduced upon news paper. The argument



was had in this room. I then stated to the Committee on Ways and Means that, if the duties on paper were left where they were, the price of news paper in this country would be reduced more than 50 per cent in five years' time. My statement has proved true, and more than true. When I began the business of manufacturing news paper, the paper was made out of rye straw, and cost 29 cents a pound. To-day we are selling a much better article of paper—I dare not say how cheap with Mr. Norris in the room—but less than 2 cents a pound. Mr. Russell, Mr. Wellington Smith, and myself were the first manufacturers of paper to introduce paper made of ground pulp. We began the manufacture in the year 1868.

As I was not present to-day to hear Mr. Norris's argument, I have only learned since I came into the room that he has asked the committee that the duty should be taken off wood pulp, and incidentally off news paper, on account of the fear that a combination would be made that would greatly increase the price of news paper. That argument has been answered by Mr. Russell, and I need only repeat what he said, that a year and a half or two years ago some ten or twelve of the largest mills in the country began to consider the question of coming together for the purpose of making economies. They were only a small part of the paper manufacturers of the country. There was no idea of combining all the mills or creating a monopoly, for that was considered impossible. After a long consultation as to the prices and values of the various properties and other matters, the idea was finally abandoned, because the owners could not agree among themselves as to the value of their several properties. But some few months ago some of the same manufacturers consulted together, and have since consulted repeatedly, as to whether they could not employ one central agent for the sale of their product, thus saving largely in the commercial department of the business. In addition to that, it was thought best and desirable that we might undertake to look after the foreign market—in South America, in Australia, in South Africa, and even in England, and it was recognized that, in order to succeed in that idea, it would be necessary to have a large selling agency for all the mills, because no single mill could undertake to do the large foreign business on account of its capital not being large enough for that purpose.

That idea has been considered, but as yet nothing has come of it. If something were to come out of it, it would be for the benefit of this country and for the benefit of the newspapers of this country. It would undoubtedly reduce the cost of our work, and everybody knows that where you have not an absolute monopoly, such as that of the Standard Oil Company, any attempt to reduce expenses always results in the larger part of the saving going to the consumer, or, at all events, in dividing the saving between the consumer and the producer. The facts of the case are that the prices of paper now are so low that the profits of the business are less than the profits should be in any manufacturing business, and our desire in this attempt was to reduce expenses so that we might get on to a fair profit. I said twenty years ago, before the Committee on Ways and Means of that time, to George Jones, of the New York Times, and to James Brooks, of the New York Express, when they argued that the duty would create a combination that it would not have any such effect. I said to Mr. Jones, "What did you pay for your paper during the war?" He said, "Twenty-six cents a pound." I asked, "How much is it now?" He said, "Nine cents a pound." I said, "And how much have you reduced the price of your newspaper?" He said, "Not at all." And so when certain



individual publishers of large newspapers, who use thousands of tons of paper every year, say that the manufacturers are going to put up the price of paper they are answered just as I answered Mr. Jones. I said, "Mr. Jones, if you take your contract with the paper mills for five years at the present price you can have it." And that is the answer which we have given to some of the largest newspapers within the last few weeks. We said to them, "If you fear that we are going to charge you a larger price, you can make a contract with us at the present rates for five years or for all time to come."

In 1865 the price of news paper was from 26 to 29 cents a pound. And to-day Mr. Norris says that it is less than 2 cents a pound. I leave the committee to judge whether the logic of events has not proved that it was a wise thing to keep the duty on pulp and on paper—although the duty on paper is only 15 per cent. That was the rate fixed in 1883 at my suggestion. I said then to the committee: "That is sufficient protection in this country, and we do not care to have any more protection, so as to avoid friction between the newspaper publishers and the paper manufacturers." Suppose that half a dozen or a dozen or fifteen of more than fifty news-paper manufacturers in the country had made a combination? Certainly, with 15 per cent duty on the paper and with no more duty asked for, no very great burden can be put on the community any way.

But it goes without saying that no such burden as that even can be put on the newspapers, for Mr. Norris has told you that the great newspapers of the country would build paper mills for themselves. Yes, they are able to do it. Figure up the difference between the cost of paper in 1876 and in 1880, when it was 9 cents a pound, and its cost to-day, when it is less than 2 cents a pound, and you will find that the saving to newspaper publishers amounts to millions and millions of dollars within the past few years. Of course the newspaper companies can build paper mills, and I hope they may do it. I have known two or three attempts of the kind, and they have been disastrous failures, illustrating the fact that a man had better attend to his own business. Nothing would please me better than to have that threat carried out and to see a great paper factory on one side of the Sault Ste. Marie, with pulp mills on the other side transferring pulp from the Canadian to the American mill without any duty. That would be a very interesting proposition; and doubtless the newspapers that would engage in that business would prefer to have the duty taken off the wood pulp rather than off the paper.

We are simply asking here for a duty on wood pulp (the ground wood) and on the chemicals used in the business, a duty which is very much less than the difference in cost of the material coming in from Canada, Norway, Sweden, and elsewhere. And we are asking a duty on paper of 15 per cent, which is a ridiculously small rate, smaller than the average free trader asks for. But the pretense of the fear of a combination to put up the price of paper is just as absurd now as it was in 1876. What manufacturers of paper may do in the future I do not know. But the rates we are asking for are, it seems to me, very low rates. The duties on iron, brass, cotton and woolen goods are from two to three or four times as much as those we are asking for on paper. But we have been always guided by the idea that, in matters of this kind, we had better give way a good deal to the demands of the press, and we have done it. As I have said, it was at my suggestion that, in 1883, the duty on news paper was reduced to 15 per cent; and that duty is so low to-day that nobody can find fault with it. We can produce statements in figures



showing the cost of manufacturing pulp and paper in Norway, Sweden, Canada, and this country, if the committee desires to have them.

The CHAIRMAN. You can have those statements filed with the committee.

Mr. NORRIS (a former witness). Ask Mr. Miller whether it was not a fact that he was the secretary of the Manufacturers' Paper Company, and whether that company, which was the selling agent for four paper mills, had not asked of the proposed paper combination that it should pay a capitalization of \$400,000 to cover the profits of the Manufacturers' Company as selling agent.

Mr. MILLER (to the Chairman). Does the committee submit that question to me?

The CHAIRMAN. You may answer it.

Mr. MILLER. In the first place, it is untrue that I am the secretary of the Manufacturers' Paper Company, or that I ever have been secretary, or that I ever owned a single dollar of its stock. As to the rest of the suggestions in the question, they are equally false: there is nothing in them whatever. I have no doubt that Mr. Norris has received such information as his question implies, but there is not a single iota of truth in it.

Mr. NORRIS. Do you mean to say that there is not a word of truth as to the capitalization of the Manufacturers' Paper Company?

Mr. MILLER. I mean to say that there is not one word of truth in the statement you have made here. That is what I mean exactly, and I stand by it.

Mr. NORRIS. Was not that demand on the part of the Manufacturers' Paper Company one of the hitches in the arrangement for a combination?

Mr. MILLER. Nothing of the kind. I never held a single share of stock in that company, or any office whatever in connection with it. I have sometimes employed the company as my agent.

Mr. NORRIS. You have the same office?

Mr. MILLER. No; I do not have the same office. That is a matter of proof; right in the Times Building. I occupy an entirely separate and distinct room. The gentleman evidently has not recollected distinctly what has been told him, and he must stand corrected. That is all.

As to the question of protection between newspapers and paper manufacturers, we are asking only for the petty protection of 15 per cent on paper and something like \$2 a ton on wood pulp. It goes without saying that the newspapers of this country have absolute protection. They have prohibition. You can not print the New York Times or Tribune or World in London or in Canada; you can not print them anywhere else but in New York. They have no foreign competition whatever, and no danger of foreign competition. They have absolute protection; absolute prohibition. But we have paper brought in here from Canada, and paper pulp from Canada, Norway, and Sweden. We have, however, gone on and so improved our processes that little or no pulp comes in now from Norway or Sweden. Some of it comes from Canada, and more of it can come from Canada, because it is made just across the border, and they have as cheap rates to points in the United States as our manufacturers have. We are simply asking for what is right and just, and we think that we have been very moderate all the time. The rates asked for are much lower than the average rates given even by the Wilson bill. We have made the fight for business; we have improved our processes; and we think that we are entitled to some consideration, and to the right to some profit on our business. The price



of paper at the present time is extremely low here, and the world over. The money earned by the paper mills, taking the whole country together, is less than 6 per cent on the capital invested—some of the mills making more and some less. But we are not making the ordinary and legal rate of interest allowed in the State of New York—6 per cent. The committee, however, I presume, does not care to go into that.

The CHAIRMAN. It does not.

### MEMORIAL FILED BY REPRESENTATIVES OF THE PULP PAPER MANUFACTURING INTERESTS.

The pulp and paper business is a large and growing industry, embracing about 1,000 establishments widely distributed throughout the States of the Union, representing \$128,000,000 in the plants themselves and employing \$25,000,000 in operating capital, and affording in all its branches employment to about 75,000 employees, or supporting 375,000 people.

The consumption of paper in this country had increased through new uses, and the steadily growing intelligence of our people, demanding more literature, so that the paper mill had exhausted its supply of raw material—old rags, waste, etc.—and a new material was sought for and found in ground and chemical wood fiber. These fibers came at first gradually into use through the distrust of the book and newspaper publishers of any new material for paper making.

The use of ground wood pulp began in about 1870, and sulphite, now largely used in news paper, came a few years later.

The value of news paper in 1860 was 9 cents per pound, being then a lower price than ever before produced. It ran up from that time, owing to the scarcity of the raw material and the advance in price of everything that entered into its manufacture in the war period, 1865, to 28 cents per pound. From that time until now the price has steadily and almost uninterruptedly been diminishing until it has reached the present low price of 2 cents to 2½ cents per pound (according to quality).

The manufacture of ground and chemical wood pulp is an independent industry, sometimes in connection with and under the ownership of the paper mill and sometimes entirely disconnected. The ruling price of this product (pulp) is coincident with the market price of paper.

Ground wood pulp, when first introduced in about 1870, sold at 5 cents per pound, and is now sold delivered to the consumer at about 1 cent per pound.

Ground wood pulp fiber is produced by grinding, which requires heavy and expensive machinery and large water power. Chemical fiber is produced by the use of chemicals and steam, and also involves an extensive outlay and still more expensive plant. In either product an outlay for a mill, water power, and machinery of from \$8,000 to \$10,000 for each ton of daily product is required, according to the permanency of the machinery and structure.

| Yearly product of wood-pulp fiber: |  | Tons.       |
|------------------------------------|--|-------------|
| Ground wood fiber in 1888.....     |  | 204, 600    |
| Chemical wood fiber in 1888.....   |  | 113, 400    |
| Total.....                         |  | 318, 000    |
| The yearly production of—          |  |             |
| Ground wood fiber in 1896.....     |  | 957, 500    |
| Chemical wood fiber in 1896.....   |  | 496, 200    |
| Total.....                         |  | 1, 453, 700 |



## VALUES.

|                                  |                |
|----------------------------------|----------------|
| Ground wood fiber in 1896.....   | \$16, 294, 500 |
| Chemical wood fiber in 1896..... | 18, 199, 500   |
| Total.....                       | 34, 494, 000   |
| Value of paper made in 1896..... | 120, 684, 600  |
| Total.....                       | 155, 178, 600  |

There is probably no industry in the whole country that has by the skill and energy of those engaged in the business through the adoption of new machinery and new materials effected such a revolution in the reduction in the cost of the finished product as in these manufactures of pulp and paper, while maintaining the highest scale of American wages for employees.

Our tariff rates on pulp and paper are lower than on any other kind of manufactured goods requiring such costly plant and large operating capital, yet we have so far, through the enterprise and perseverance of pulp and paper manufacturers in this country, been able to largely maintain our home market and furnish to the consumer paper at as low a cost as in any other country.

No effort on the part of the paper manufacturers has been spared, and no investment of capital has been withheld to effect this result.

The mills in this country are now fully equipped to meet all demands for paper. If the consumption of paper were divided between a foreign and domestic supply, we should be deprived of the possibility of producing cheap paper.

We know of no article of manufacture where the fixed charges are so large in proportion to the cost of the output as in pulp and paper, and it would be impossible for our mills to furnish paper at present prices if the market were divided and our mills run on short time or diminished product.

If we are to maintain this important manufacture in this country, the present tariff rates on paper, of 15 per cent ad valorem and one-twelfth of 1 cent per pound on ground, and one-sixth of a cent per pound on unbleached chemical pulp, and one-fourth of a cent per pound on bleached chemical pulp, must be maintained.

The competing countries for pulp and paper are Norway, Sweden, Germany, Austria, Russia, and Canada, countries having abundant water powers and raw material and cheaper labor than ours, and protect their pulp and paper manufactures by imposing higher duties on pulp and paper entering their respective countries than the United States.

*Table of comparative wages paid in countries manufacturing ground wood pulp.*

|                    | Per day.           |
|--------------------|--------------------|
| United States..... | \$1. 25 to \$1. 75 |
| Canada.....        | . 80 to 1. 15      |
| Germany.....       | . 35 to 1. 25      |
| Austria.....       | . 30 to 1. 00      |
| Norway.....        | . 30 to . 50       |
| Sweden.....        | . 30 to . 50       |
| Russia.....        | . 25 to . 30       |

By the above table it is shown that the competing country, Canada, where the next higher wages are paid to the United States, the difference in wages is fully  $33\frac{1}{3}$  per cent less than the United States, and in Austria and Germany 56 per cent.

In Norway and Sweden the wages paid to employees in pulp mills is



only about one-third of what is paid in the United States, and Russia still less.

This difference in wages applies with still greater force in the manufacture of chemical pulp, where more skilled labor is employed.

*Comparative exhibit of wages paid to help in chemical pulp mills in the United States, Germany, and Austria.*

|                          | United States. | Germany. | Austria. |
|--------------------------|----------------|----------|----------|
| Foreman in—              |                |          |          |
| Digester room .....      | \$3.00         | \$1.00   | \$0.68   |
| Acid room .....          | 2.00           | 1.00     | .52      |
| Machine room .....       | 3.00           | .88      | .60      |
| Wood room .....          | 2.75           | 1.00     | .72      |
| Cookers .....            | 2.50           | .75      | .42      |
| Acid makers .....        | 1.50           | .60      | .38      |
| Wood-room help .....     | 1.50           | .50      | .32      |
| Repair men .....         | 2.50           | .75      | .43      |
| Machinists .....         | 3.00           | .88      | .56      |
| Pipers .....             | 2.50           | .82      | .46      |
| Carpenters .....         | 3.00           | .75      | .51      |
| Millwrights .....        | 4.00           | 1.00     | .77      |
| Brick masons .....       | 4.00           | .88      | .56      |
| Lead burners .....       | 5.00           | 1.25     | 1.26     |
| Blacksmiths .....        | 2.50           | .75      | .54      |
| Common labor .....       | 1.40           | .57      | .33      |
| Common labor, yard ..... | 1.40           | .50      | .31      |
| Women .....              |                | .25      | .23      |
| Children .....           |                | .13      | .13      |

*Table of duty on pulp and paper.*

| Country.       | Pulp.                                     | Paper.                                          |
|----------------|-------------------------------------------|-------------------------------------------------|
| Austria .....  | $\frac{1}{10}$ of a cent per pound .....  | 1 cent and $\frac{7}{100}$ of a cent per pound. |
| Germany .....  | $\frac{1}{100}$ of a cent per pound ..... | 1 cent and $\frac{8}{100}$ of a cent per pound. |
| Russia .....   | $\frac{1}{4}$ of a cent per pound .....   | $\frac{7}{100}$ of a cent per pound.            |
| Canada .....   | 25 per cent ad valorem .....              | 25 per cent ad valorem.                         |
| Equal to ..... | $\frac{1}{4}$ of a cent per pound .....   | $\frac{1}{2}$ of a cent per pound.              |

All of the above foreign duties are specific except Canada.

It will be noticed that all the competing European countries impose upon both pulp and paper, entering into their respective countries, a much larger duty than our present tariff; notably Canada, which protects her manufactures (for none is imported) by one-fourth of a cent per pound on ground pulp, while we ask for only one-twelfth of a cent per pound. Canada's tariff on news paper is 25 per cent ad valorem, while our duty is but 15 per cent ad valorem.

It will also be noticed that the great competing countries of the world, Austria, Germany, Russia, and Canada, are practically closed to us as a market by the high tariff they impose on pulp and paper.

If they were allowed to send paper and pulp here free, it would destroy the value of these great investments and distress 75,000 employees directly employed in manufacturing, and stop the consumption of a vast amount of raw material, wood and coal, alum, woolen and cotton felts, foudrinier wires, soda ash, etc., all products of this country, and protected here by duties varying from 20 to 35 per cent, and not cheapen paper.

A most marvellous reduction has been wrought in the cost of pulp and paper in this country in the last two decades.

Computing the cost of the present output of paper at prices existing in 1870, when wood pulp was first introduced, the total value to-day



would aggregate \$660,030,000, an annual saving through American enterprise and home competition of from \$400,000,000 to \$500,000,000 to the people of this country.

Messrs. Jones, of the New York Times, and Brooks, of the New York Express, in 1880 asked to have pulp put on the free list in the interest of cheaper paper. The request was denied them. Mr. Jones afterwards admitted that he was in error; that he now believed that the retention of the duty had accomplished what he was seeking for, namely, cheap paper. Home competition would have been checked or destroyed if it had been put on the free list.

We most respectfully ask your careful consideration of this important industry in your revision of the tariff.

HUGH J. CHISHOLM, *Maine.*

A. G. PAINE, *New York.*

WARNER MILLER, *New York.*

## WOOD PULP.

(Paragraph 303.)

### STATEMENT SUBMITTED BY IMPORTERS OF WOOD PULP.

NEW YORK, N. Y., *January 4, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We, the undersigned, importers of wood pulp, are in favor of the following duties on foreign pulps:

Unbleached chemical pulp, \$3 per ton of 2,240 pounds air-dry weight; bleached chemical pulp, \$4 per ton of 2,240 pounds air-dry weight.

With the above duties American manufacturers would be fully protected in the production of the grades manufactured in the United States.

Unbleached sulphite pulp: We would call your attention to unbleached sulphite pulp. The price for the domestic article ranges from 1½ cents to 2 cents per pound, air-dry weight, moist unbleached sulphite pulp, and this price means delivered at the paper mill. No European unbleached sulphite pulp can be sold at this price. Very little unbleached pulp can be imported, and that only of a specially fine grade, at prices ranging from 2.15 cents to 2¾ cents per pound, ex dock New York, Boston, or Philadelphia. To this must be added freight to the paper mill, from 7 to 15 cents per hundredweight. There is thus a difference between foreign and domestic unbleached sulphite of about one-half cent to three-fourths cent per pound, or from \$10 to \$15 per ton, besides the freight difference.

Unbleached spruce soda pulp is imported in small quantities. The use for this article is comparatively small. There are only two mills of this description in this country, and none has been built in many years, as this process is rather antiquated and is being substituted by the sulphite process. The difference in price between the foreign and the domestic article is about the same as in unbleached sulphite pulp.

Sulphate pulps are not manufactured in this country, as the demand is too small for even one mill to exist.

Bleached sulphite pulp: Only the finer grades are imported, and for these fully three-fourths cent to 1 cent per pound more is paid than for the domestic article, besides the freight difference. If the duty on the



above named pulp should be advanced, it would practically prevent the importation of these goods, and the paper manufacturers would have to substitute other stock, such as rags, etc., which are imported duty free, and as none of this fine quality is produced in this country, any advance in duty would be a tax on the paper maker, who, in the depressed condition of that industry, can ill afford any advance in the price of raw material.

Mechanical pulp can not be imported from Europe, as it can not be laid down on dock here for less than \$26 per ton, and the domestic article is selling for \$19 to \$20 per ton, delivered at the paper mill, and the pulp is of equally good quality.

H. O. BATEMAN,  
*140 Nassau street.*

SIGMUND GOLDMAN,  
*99 Nassau street.*

RUDOLF HELWIG,  
*5 Beekman street.*

PERKINS, GOODWIN & Co.,  
*66 and 68 Duane street.*

CASTLE & GOTTHEIL,  
*41 Park Row.*

G. RAU,  
*41 Park Row.*

F. BERTUCH & Co.,  
*Nos. 308 and 310 Temple Court, No. 5 Beekman street.*

## WOOD PULP OR WOOD FLOUR.

(Paragraphs 181 and 303.)

### USED FOR HIGH EXPLOSIVES AND NOT FOR PAPER MAKING.

NEW YORK, *January 2, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We wish to call your attention to wood pulp, as per sample inclosed, which is wood ground under dry process, and which we have imported as wood pulp in two instances in the past two years. It is not used for paper manufacturing, but for nitroglycerin, dynamite, and other high explosives, and various other purposes. On account of the dry condition in which it comes, so as not to conflict with mechanical ground wood, it is called wood pulp. We have imported it and entered it as wood pulp at 10 per cent duty, but it never passed the appraisers, as they were not familiar with it and claimed it was not wood pulp and raised the duty to 25 per cent, making it come under the head of "Manufactures not specially provided for." The article in this state is worth about 1 cent per pound in New York; after all freights and expenses are paid from Europe, this would net the manufacturer in Germany about one-half cent per pound. There is one mill in this country making and selling it at 1½ cents per pound. This mill is now controlled by three or four of the largest dynamite mills in the country, they having bought it about a year ago. The smaller manufacturers are unable to get the pulp when they want it for their own use, and when they want to get it have to pay a higher price than what is paid for it in this country on account of the excessive duty of 25 per cent.

On this low grade of stock, worth so little money as 1 cent per pound,



we think 10 per cent duty would be sufficient protection. The freights and expenses are protection enough for the manufacturer, we should judge, and even at 10 per cent we may not be able to bring it into this country, but at 25 per cent it makes it prohibitory and the Government will get no revenue, as we are unable to compete. The output of the mill in this country would not exceed 200 tons a year.

We would suggest that the article be provided for in the present tariff bill now under consideration, so as to avoid the annoyance of bringing the matter up before the General Appraisers every time there is an entry, as it only makes trouble and bother for the importer and the General Appraisers. We can not enter it under any other name than wood pulp. We think a suitable name would be "dry wood flour for dynamite purposes." We leave it to your honorable body to say if it shall be 10 or 25 per cent.

Following is a decision we had on July 15, 1896, on one entry:

The merchandise is an article generally known as wood flour both in Europe and America. It is wood ground into a dry powder. It was assessed for duty as a manufacture of wood, at 25 per cent, under paragraph 181, act of August 28, 1894, and is claimed to be dutiable as wood pulp under paragraph 303.

It is in evidence that the article is sometimes called wood pulp, and that there is in New York a mill which produces it, and which is styled a wood-pulp mill, but it would require a very general acceptance to class a dry powder as pulp, and in the present case the common designation is not wood pulp, but wood flour.

We find (1) the merchandise is a manufacture of wood; (2) it is not wood pulp. The protest is overruled accordingly.

WILBUR F. LUNT,  
J. P. WILKINSON,  
THAD. S. SHARRETT,

*Board of United States General Appraisers.*

We have bought no goods since the above decision, as we can not.

J. C. TULLY,  
For JOHN H. LYON & Co.

## TISSUE AND COPYING PAPER.

(Paragraph 307.)

### STATEMENT OF MR. WELLINGTON SMITH, OF LEE, MASS.

MR. SMITH said: Mr. Chairman and gentlemen, there are so many diversified interests grouped under the head of manufactures of paper that in order to have a proper understanding of the matter it will be necessary to go into a little detail regarding it. I have a printed report here, signed by a committee appointed by a branch of the business for which I wish to speak, and I will submit it to the committee. There are very many branches of paper manufacture, and they are all as diversified as if they were different industries. Congress recognized several of them under the McKinley tariff and under the Wilson tariff. The particular industry for which I wish to speak this afternoon is the manufacture of tissue paper and copying paper. That is an industry which has grown up largely within a few years. The cheaper grades of these papers are manufactured here now, and are sold as cheaply, probably, as anywhere in the world. There are higher grades manufactured, and we wish to stimulate the industry here rather than have the goods brought in from abroad. To some extent that has been accomplished under the action of the McKinley law, but the Wilson Act changed the duty from specific to ad valorem, and through undervaluation in these better grades of paper the business here has declined to such an extent that they can not be manufactured here as largely as they were before.



We had a meeting of the manufacturers representing that branch of the industry a few days ago, and Colonel Thompson and myself were appointed a committee to present the matter before this committee. Under the McKinley Act the average valuation of the tissue paper imported here was 17 cents a pound, and the duty imposed on it was 8 cents a pound and 15 per cent ad valorem. Under the present act the duty is simply 35 per cent ad valorem. There has been considerable difficulty in the appraiser's office as to the classification of these papers. As a committee we wish to present the following clause, to be inserted in the new tariff instead of the one in the McKinley Act and in the Wilson Act:

Papers known commercially as copying paper, stereotype paper, crepe paper, Japanese tissue paper, pottery paper, and all other thin papers, white, printed, or colored, weighing not over six pounds to a standard ream of four hundred and eighty sheets, on a basis of twenty by thirty inches, made up in reams or any other form, eight cents per pound, and in addition thereto fifteen per centum ad valorem, and all papers in same form as above weighing over six pounds and not exceeding ten pounds to a standard ream of twenty by thirty, and letter-copying books, whether wholly or partially manufactured, six cents per pound, and in addition thereto ten per centum ad valorem.

As possibly many members of this committee are aware, Japan is crowding us very closely in the manufacture of many articles manufactured in this country. It is doing so with reference to these papers. The Japanese are buying American machinery, and, as they have very low prices of labor in that country, they will soon almost drive us out of the manufacture of this paper unless we can get the protection asked for. The duty that we ask is less in the aggregate than it was under the McKinley Act.

The CHAIRMAN. You wish to extend the duty to stereotype paper?

Mr. SMITH. Yes, sir.

The CHAIRMAN. What is the foreign value of stereotype paper?

Mr. SMITH. We are not fully posted as to what the market price abroad may be; but it is about \$1.25 a ream, weighing 4 pounds, which would be about 30 cents a pound. This 20 by 30 paper is commercially known as the standard size. Sometimes it is made larger and sometimes smaller, but that is a basis and it avoids a great many differences of opinion in the appraisers' department of the custom-house. The paper is so light and thin that a large percentage of its cost is in labor, and the duty that we ask is not more in proportion to the cost than it is on other kinds of paper. They have got in much of the lower-priced paper at small valuations, and consequently the price of higher-grade paper has declined very materially, so that it is almost impossible for us to produce it with profit under the present state of affairs.

Mr. PAYNE. How long has this kind of paper been manufactured here?

Mr. SMITH. The tissue paper for wrapping and toilet purposes has been made here for many years, but the manufacture of these higher grades is a more recent industry—not more than five or six years old.

Mr. RUSSELL. This paper is used for wrapping silver goods, is it not?

Mr. SMITH. Yes. The price of that class of paper, before we began to manufacture it, was \$2 per ream, and we are selling to-day papers for the same purpose, and which give entire satisfaction, at less than \$1 per ream.

Mr. RUSSELL. And it is a matter of fact that American silverware dealers are to-day using this American tissue paper where, five or six years ago, they used foreign tissue paper?



Mr. SMITH. Yes.

Mr. DALZELL. Your proposed paragraph contains several designations that are not mentioned in the present law.

Mr. SMITH. Yes, sir.

Mr. DALZELL. And they would now go into the law for the first time.

Mr. SMITH. I think so.

Mr. RUSSELL. Why can you not have the duty on this tissue paper made specific?

Mr. SMITH. There are some Japanese papers that come here that are of very light weight and very high value per pound. They are luxuries, and should pay a high duty. The Government wants revenue; and the country has decided that it does not want specific duties. At 2 cents a pound some of these Japanese papers would pay only 33 cents per ream, and they are worth from \$4 to \$5 a ream.

Mr. PAYNE. They come in now under what is known as the "basket" clause—25 per cent on unenumerated articles?

Mr. SMITH. I think so. There have been several arguments in the appraisers' department relative to this matter, and I think it best for the Government and best for the paper manufacturers to have it fixed as we propose.

Mr. WHEELER. Take these two reports made by the Chandler committee and by a member of this committee, with reference to the effects and causes of Japanese competition, and when you make up your statement for this committee you may allude to the views expressed therein as to the competition between silver countries and gold countries.

The CHAIRMAN. The committee will hardly go into that subject now.

#### STATEMENT OF TISSUE PAPER MANUFACTURERS SUBMITTED BY MR. WELLINGTON SMITH.

NEW YORK, *December 28, 1886.*

##### COMMITTEE ON WAYS AND MEANS:

Your attention is respectfully and earnestly directed to the condition of the tissue-paper industry, being a direct result of the change in duties made by the tariff act now in operation. Under the McKinley bill the duties were 8 cents per pound, and in addition thereto, 15 per cent ad valorem, and 70 per cent ad valorem on cigarette paper. These duties enabled American manufacturers to fairly compete with the foreign, and gave employment to hundreds of working people who otherwise would have been forced to seek employment in other fields of labor.

The present law fixes the duties on tissue papers of all kinds at 35 per cent ad valorem, and on all cigarette papers 50 per cent ad valorem, thereby greatly increasing importations and throwing upon the market large quantities of foreign papers at prices bearing evidence that the invoices are greatly undervalued, thus destroying to a certain extent an important domestic industry and forcing hundreds of men out of employment. Under these circumstances relief is sought at your hands and those of Congress. Recognizing the great amount of labor confronting you, it is proposed to quote a few facts only, in as concise form as possible, for your information and guidance in arriving at a conclusion in the matter.

The difference in paper-making labor between the United States and Great Britain is about 50 per cent, between the United States and France is about 60 per cent, and between the United States and Germany is about 65 per cent, while the workmen engaged in the tissue-paper



trade in Bohemia are paid a wage of about 20 cents per day. In Japan, which country has become the most dangerous of all competitors, the men employed in this industry receive from 10 to 15 cents per day for their labor, and work many hours longer than those in any other country. The cost of labor paid in this country in the manufacture of the papers under discussion, is at least 75 per cent, the balance being for raw material (much of which is imported), interest on capital invested, incidentals, profits, etc. It is necessary to employ the most expert labor in the fabrication of tissue paper, which as you are aware is extremely delicate in its texture, and requires most careful manipulation, thus increasing the wage rate considerably over that paid in the manufacture of ordinary papers.

The same machinery is used in the United States as abroad; thus the question at issue is really the difference between the price of labor in this and other countries. Not desiring to weary you, nor to cumber the record, it is considered useless to discuss the effects of the present tariff except in one instance. Japan, prior to September, 1895, exported rags to the United States in considerable quantities, and during 1895 rags were imported from Japan valued at \$140,000, and during the present year, so far, to less than \$10,000. On the other hand, the importations of tissue papers from Japan in 1895 amounted to \$130,000, and up to date, during the present year, to \$186,000, showing an increase of \$55,000 with the present month to be tabulated. Accepting the current belief, which is certainly founded upon undisputed testimony, that frauds have been practiced in making up the consular invoices, the value of the paper would probably reach \$225,000, to which sum, in order to bring the merchandise to its actual American market value, must be added at least 45 per cent to cover duties, freights, charges, etc., which shows a total of \$315,000, the principal portion of which, with commensurate specific duties, would have gone into the pockets of American workmen.

Attention is directed to the fact that, while the exportation of rags from Japan has virtually ceased, the exportation of tissue papers has increased, and continues to do so to the alarming extent set forth above. One illustration of profits made by importers of Japanese tissue paper will suffice. A certain paper measuring 20 by 30 inches, and weighing 6 pounds to a ream of 480 sheets, is invoiced (for consular purposes) at \$1.50, Japanese yen or Mexican dollar, thus costing, with all duties, freight, etc., about \$1.30 per ream. This particular paper is high grade, and is sold regularly at \$2.50 per ream, thus leaving a profit of \$1.20 per ream to the importer, always providing that it is invoiced at its true market value, which unquestionably it is not, by probably 50 per cent. The paper can be manufactured in this country and sold in competition with the Japanese in case proper specific duties are levied, thus preventing undervaluation. Without multiplying these illustrations, the above is recommended to your serious consideration.

The condition of the trade has had the attention of the most expert and practical men connected therewith. Investigation of every available fact, including cost of production at the various mills, based upon the present price of labor and the condition of the market for raw material, etc., shows that to enable the manufacturers to continue in business, and to employ the men from two hundred and sixty to three hundred days per annum, and to foster the trade in other directions, specific duties are positively necessary, and after the most careful and thoughtful consideration they have arrived at the conclusion that the following rates of duties are absolutely the lowest that will give them



the protection they seek against foreign competition and give continuous work to American mills:

Papers known commercially as copying paper, stereotype paper, crepe paper, Japanese tissue paper, pottery paper, and all other thin papers, white, printed, or colored, weighing not over six pounds to a standard ream of four hundred and eighty sheets, on a basis of twenty by thirty inches, made up in reams or any other form, eight cents per pound, and in addition thereto fifteen per centum ad valorem, and all papers in same form as above weighing over six pounds and not exceeding ten pounds to a standard ream of twenty by thirty, and letter-copying books, whether wholly or partially manufactured, six cents per pound, and in addition thereto ten per centum ad valorem.

It will be observed that the proposed paragraph is somewhat changed from that contained in the McKinley bill. Stereotype paper has been added in consequence of the fact that, although it is an ordinary tissue, some importers have invoiced it as "stereotype paper," and have succeeded in getting it passed as a paper not elsewhere specified at 20 per cent ad valorem. The word crepe has been added for the same reason, and Japanese tissue paper in consequence of the fact that the name has become a commercial designation during the last three or four years. It is believed to be absolutely essential to divide the papers into two classes of varying weights, and as the appraising officer can readily ascertain the weight of a ream by placing one sheet upon a paper scale, no extra labor will be put upon that officer. Referring to letter-copying books, they were dutiable under the McKinley bill at the same rate as all tissues, but it is believed that the reduced rate proposed herein will be sufficient; but the new language suggested is ascribed to the fact that some importers have taken advantage of the wording of the present law and have invoiced the interiors and backs separately, thus paying 35 per cent on the former and 20 per cent on the latter as paper not elsewhere specified. Cigarette paper is now included in Schedule N under pipes and smokers' articles, and it is respectfully suggested that that is the paragraph where it properly belongs, but no less duty than 70 per cent, the rate assessed under the McKinley bill, will enable domestic manufacturers to compete with the importers.

In submitting all of which, it is firmly believed and earnestly hoped that your honorable committee will adopt the suggestions contained herein, and thus revivify a valuable and important industry.

DIAMOND MILLS PAPER COMPANY,  
G. W. THOMPSON, *President*,  
SMITH PAPER COMPANY,  
By WELLINGTON SMITH, *Treasurer*,  
*Committee of Tissue Paper Manufacturers.*

### JAPANESE TISSUE COPYING PAPER DOES NOT CONFLICT WITH THE DOMESTIC ARTICLE.

NEW YORK, *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I notice, as quoted in the newspapers, a statement by Mr. Wellington Smith, of Lee, Mass., as representing manufacturers of tissue and copying paper in the United States, asking for increase of duties on Japan manufactures of that article, which I should judge are extreme and unfair. The Japanese tissue copying paper is an article our people can in nowise approach in quality or texture, and, moreover, it is used in ways that our domestic article can not be used, as it is wholly unfit



and unadaptable. The two items are entirely and widely at variance, primarily in fiber and texture, and also in their main uses, and there is no possible comparison between the two. The statement that the Japan copying tissue conflicts, with the possible detriment of our domestic product, is, as to my knowledge, not borne out by the facts and the papers themselves. The present duty of 35 per cent is ample. The Japan papers are as different and utilized in so different a manner, almost as a silk would be, in issuance with domestic tissue. It is quite true Japanese tissue is used for copying books, but that single item of use is the merest fraction of its adaptation to our merchants' requisitions and the only case where it conflicts with the domestic article.

HENRY ARDEN,  
*Of Arden & Co.*

## CREPE PAPER NOT TISSUE

(Paragraph 307.)

**SO THE UNITED STATES CIRCUIT COURT OF APPEALS DECIDED.**

NEW YORK, *December 30, 1896.*

COMMITTEE ON WAYS AND MEANS:

This company has been informed that it is the intention of some paper manufacturers interested in the tissue paper paragraph to request you to have incorporated in said paragraph and made dutiable as tissue paper an article known as crepe paper, which is sometimes erroneously called crepe tissue. This company, besides manufacturing great quantities of this crepe paper in America, imports it from England.

Several years ago it was classed as tissue paper by customs officials. This classification was affirmed by the circuit court, but on appeal to the United States circuit court of appeals a sweeping decision was made by the court deciding—first, that not only was the article not dutiable as tissue paper; but, second, that it was only properly dutiable as either a "Manufacture of paper" or as "Paper not otherwise provided for."

DENNISON MANUFACTURING Co.,  
Per CHAS. H. MACDONALD,  
*Attorney.*

## COPYING AND FILTERING PAPER, ETC.

(Paragraph 307).

**AN ADVANCE IN DUTY WILL STIMULATE COMPETITION.**

NEW YORK, *December 18, 1896.*

COMMITTEE ON WAYS AND MEANS:

The present duty on paper, paragraph 307 of the present law, paper known commercially as copying paper, filtering paper, silvered tissue, and tissue paper, white, printed, or colored, made in copying books, reams, or in any form, 35 per cent ad valorem, is sufficient. We have been very large makers of paper in this line, and know that at present prices the duty is sufficient. If the duty is raised it will stimulate competition, which will force the price down lower than it is now. We also import paper, not because it is any cheaper, but because our



customers want it on account of quality. We are getting much higher prices than we can buy the domestic. Very little is imported compared with that sold here, and domestic mills are ample to fill all the demand.

Surface-coated paper made in this country needs double the protection it now has; the factories here are being driven to the wall by foreign competition. It has now 35 per cent; it should have a specific duty.

VERNON BROS. & Co.

## PHOTOGRAPHIC PAPER.

(Paragraph 307.)

### STATEMENT OF MR. WILLIAM G. REED, OF BOSTON, MASS.

THURSDAY, *December 31, 1896.*

Mr. REED said: With your permission, Mr. Chairman and gentlemen of the committee, I will call your attention to an infant industry affected by this schedule. I refer to the manufacture of photographic paper. Five years ago this industry did not exist in this country. All photographic paper used here was produced in Germany and France. In 1891 the State chemist of Connecticut, after nearly thirty years' study and experiment, discovered a chemical process which he believed would aid in producing photographic paper. In the same year he disclosed his process to a practical paper maker, and together they succeeded in producing merchantable photographic paper. In a small way they organized a corporation, called the American Photographic Paper Company, and began the manufacture of photographic and drawing papers at South Lee, Mass. They have from time to time improved their process until now they produce photographic paper equal in quality to foreign paper. The process used is a secret process, and is known by only two persons in the United States—the chemist and the manager of the American Photographic Paper Company.

The value of photographic paper lies in its ability to remain waterproof, and to stand the chemicals used in making the pictures and still keep the image on the surface. It must also be able to withstand the sun. It is not possible to analyze a piece of photographic paper and from that analysis to learn how to make similar paper. It is possible to discover what is in the finished paper, but it is not possible to discover by analysis how to put it there. The reason is this: What you find by analysis is not what was put in, but is that portion of what has been produced by the chemical change of what was originally put in and has not been washed away in the process.

Under the tariff of 1890, Schedule M, sections 419, 420, and 422, drawing paper and plain photographic papers were subject to a duty of 25 per cent ad valorem, and surface coated and sensitized papers were subject to a duty of 35 per cent ad valorem. The terms of these sections cover photographic paper, although it is not mentioned by name, for the reason, probably, that no paper of the kind was at that time produced in America.

With the market price of plain paper at 75 cents a pound the American Photographic Paper Company could do business at a profit, but their competition induced foreigners to drop the price, until now the same quality of paper of foreign manufacture is sold for 46 cents a pound. This drop in price was made easier for the foreigners by the tariff of 1894, which lowered the duty from 25 per cent ad valorem to



20 per cent ad valorem on the plain paper, and from 35 per cent to 30 per cent on coated paper.

To hold its trade, the American Company has been obliged to meet the price of the foreign goods, and in order to increase the volume of its business and introduce its paper, it is selling in large lots at less than 46 cents to-day. But it can not stand this competition and live, for the reason that it has to pay more for labor and more for materials than the foreigners do. The American pays a machine tender \$2.50 per day; the German machine tender gets 87½ cents. We have no doubt that the German and French manufacturers will be able to reduce the price still further and yet make a profit. If, however, the duty could be changed from ad valorem to specific and established at 20 cents a pound, we believe we could do business at a profit, and build up an industry which would soon be not only an honor to those who conceived it, a credit to American perseverance and ingenuity, but the pride of the whole country.

We contend a specific duty should be laid in the place of an ad valorem duty, because with an ad valorem duty we believe that undervaluations are possible, and will not only work against us, but will also defraud the Government of its revenue; and we say 20 cents because that will restore the price to within a few cents of what was the net price to the foreign producer at the time we began to manufacture.

At 75 cents, with a duty of 25 per cent off, the net price was 60 cents a pound. The present net price is 46 cents, less 20 per cent duty, or 38½ cents a pound. This specific duty of 20 cents would make the market price about 58 cents. On this basis we can continue the manufacture of photographic paper. It may be said that this will raise the price to the consumer, and the statement is true, but the consumer will still be benefited. We have benefited the consumer already by causing the reduction in price which has taken place. We doubt our ability to continue the unequal contest. We have reduced the cost of production about 5 cents a pound since we began to manufacture photographic paper, and have given the consumer the benefit of this reduction. If we give it up, what is to prevent the price from jumping to its old place? We see no reason why, in the event of our failure to manufacture longer, the consumer of photographic paper would not be called upon to pay at the old rate of 75 cents a pound.

We recommend that the schedule be amended so that plain and sensitized and surface-coated photographic papers be subject to a specific duty of 20 cents per pound, and that drawing paper be subject to a specific duty of 6 cents a pound. On this basis the consumer would not be called on to pay more than 58½ cents a pound; and it would seem that he would prefer this to 75 cents.

We recommend that plain and coated photographic paper (including baryta-coated paper) be named in the schedule, for the reason that there are many surface-coated papers of cheaper grade than photographic paper (such as label paper for canned goods, etc.), and if the duty be made specific, without further classification and fixed at 20 cents per pound, these cheaper grades of paper would become subject to a very much heavier duty than they require.

Mr. DALZELL. Under what head does that paper appear in the tariff act?

Mr. REED. As albuminized and sensitized paper. Under the tariff existing at the time that we began the manufacture of this paper we could do business at a profit, but we have about exhausted ourselves in competing under unequal conditions with foreigners, and we recommend that the existing duty be changed if possible from ad valorem to



specific. We believe that foreigners are enabled to reduce the prices because of the form of the duty. We are informed that the valuations for the purpose of paying the duties are not the same valuations at which the product is sold. In order to put the net prices to the foreigner where they were when we began the manufacture of the paper, a specific duty of 20 cents a pound would be requisite. The net price of the paper when it was sold at 75 cents a pound under the tariff law then existing, was about 60 cents.

The CHAIRMAN. You mean the tariff of 1890?

Mr. REED. Yes; in 1890 and 1891. We have no doubt that the foreigners can continue the reduction of the prices; we do not know how far, but if we are driven out of the business, and if we can not continue the manufacture of this paper, I do not see why the price should not jump back to 75 cents a pound. It seems to me, therefore, that the consumer would prefer to buy his paper at 58 cents rather than at 75 cents a pound.

The CHAIRMAN. Has not the cost of producing the paper been considerably reduced since you went into the business?

Mr. REED. It has been.

The CHAIRMAN. To what extent has it been reduced?

Mr. REED. I do not know to what extent it has been reduced abroad. I can not put it in figures from our standpoint, but we can produce the paper more economically than we could in 1891. We have been perfecting the process, which is a secret process. Only two men in the country know it—the manager and the chemist of the American Photographic Paper Company.

The CHAIRMAN. Can you give the committee an idea of how much the cost of producing this paper has been reduced since 1891?

Mr. REED. I do not think I can put it in figures. Perhaps I may be able to do so in the statement that we will submit to the committee.

Mr. RUSSELL. Do you manufacture thin parchment paper?

Mr. REED. Only for photographic purposes.

Mr. RUSSELL. I mean these parchment papers such as are used for the receivers for photographs. Are they made in this country?

Mr. REED. Some of them are.

Mr. TAWNEY. What foreign countries compete with you in this manufacture?

Mr. REED. France and Germany.

Mr. TAWNEY. Do they use the same process in the manufacture of the paper that you use?

Mr. REED. They obtain the same results, but we are unable to learn their process.

Mr. TAWNEY. You are all producing it under a secret process.

Mr. REED. That is a fact. We can take a piece of their paper and analyze it, but we can not find out how they make it.

Mr. TAWNEY. What conditions exist that make it impossible for you to compete with the foreign manufacturers of this paper?

Mr. REED. Our labor and our materials cost more. Our principal competitor is in Germany, and while we have to pay \$2.50 a day for a machine tender, the German machine tender gets 87½ cents. Then the rags that enter into the manufacture of paper are more expensive to us than they are to the German.

Mr. TAWNEY. And this duty that you ask is intended to equalize the labor conditions between this country and the competing countries?

Mr. REED. That is the intention. I can not state whether we have figured it out correctly or not.



## WRITING PAPER.

(Paragraph 307.)

### A SPECIFIC DUTY NECESSARY TO PREVENT UNDERVALUATIONS.

HOLYOKE, MASS., *December 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

The tariff on writing paper is 20 per cent, and would probably amount to anywhere from 1 cent to 2½ cents per pound on a majority of the paper imported. It would be much more satisfactory to the manufacturers here if a specific duty of 5 cents per pound on all flat or folded papers could be fixed upon. A specific duty is what we want, otherwise the manufacturers send the goods to their agents and fix any price they please upon them.

I was in England the past summer and visited several paper mills. The labor there is less than one-half what it is in the mills here. Take the cheapest labor, that of the rag cutters, women, they are paid about a shilling a day in all the mills. Here our price is 90 cents per day. Skilled labor is paid here \$3 to \$3.25 on an average, and over there about \$1.50 to \$1.75. Take the wages all the way through the mill, they are less than one-half what ours are.

Yours,

WM. WHITING,  
*Treasurer Whiting Paper Company.*

## DECALCOMANIA TRANSFERS.

(Paragraph 308.)

### STATEMENT MADE BY HON. JOHN J. RINAKER, A REPRESENTATIVE FROM THE STATE OF ILLINOIS.

MONDAY, *January 11, 1897.*

Mr. RINAKER said: I wish to call the attention of this committee to a matter in which a firm in Chicago, engaged in decoration, is interested. It is the decalcomania transfers. They want a duty upon the paper that is prepared in Germany and brought in here. The work of preparing it for market, putting the decorations upon it—it is prepared paper—is done by artists, who work at higher rates here than those who work in Germany. They want the paper to come in free, but they want the duty put upon the finished product.

The communication I have received in regard to this matter is as follows:

CHICAGO, *December 15, 1896.*

DEAR SIR: We desire to call your attention to a few matters which we think need adjusting in the present tariff law, these duties all relating to the raw material and finished product of decalcomania transfers—what we would consider a fair tariff, one based on equity and justice, both to importer and home manufacturer alike.

On the paper which we now import for the manufacture of our goods we pay a duty of 30 per cent (abridged edition Vandergrift's United States Tariff, 1894, p. 90, surface-coated paper, item 308). This paper should be absolutely free of duty, for the very simple reason that, as there are no factories in this country beyond ourselves who consume it, and as it requires a great deal of expensive machinery in its manufacture, there is no inducement for anybody to invest money in an attempt to make it when he could not sell it beyond the limited demand that we have created for it. This we hope to increase, but we know it will be many a year before the home demand



for this paper would be sufficient to warrant its being manufactured in this country. The inconsistency in the present law, as relating to transfers, arises from the fact that Dutch metal, which constitutes practically 50 per cent of the material entering into their manufacture, now comes in under a duty of 40 per cent (abridged edition Vandegrift's United States Tariff, 1894, p. 80, item 160), while when in the shape of a finished decalcomania, Dutch metal comes in under a duty of 30 per cent. The paper, which constitutes probably from 30 to 40 per cent of the material, comes in under 30 per cent duty, the same as the finished product. Thus, figuring these proportions, we find that we pay an average of probably 36 to 37 per cent for all raw material, while the finished transfer comes in as stated under a 30 per cent duty, thus putting us to a disadvantage of some 6 to 7 per cent on the raw material.

Now, the difference in labor is very much greater. They do not pay more than probably an average of 40 per cent for labor, as compared to the prices we pay. An artist in this country will average from \$25 to \$60 a week, according to his standard of ability, while the wage of an artist of equal merit in Germany will average from \$8 to \$22; and as labor constitutes 30 to 50 per cent on the cost of goods, according to the nature of the work, this difference in wage will average from 10 to 15 per cent to our disadvantage on most orders. Thus you can readily see that we are, all told, at a disadvantage of some 15 to 20 per cent. We think that if the paper were allowed to come in free of duty, and the Dutch-metal rate were to remain as it is, an equitable rate would be 40 per cent on the finished product.

We beg to state that transfer ornaments have been exported to this country for the last thirty years. The sales each year made by the importers range somewhere between \$500,000 and \$1,000,000, but all orders that require immediate delivery (what we mean by immediate delivery being anywhere shorter than three weeks to a month) can not, of course, be handled by the importers, as it requires from two to four months for them to fill an order, owing to the length of time it takes to transport the goods. Therefore the use of the goods is limited fully to one-half of what it would be if made here. Of course, we having started in with a limited capital, and being but two years in the business, naturally could not increase very rapidly, nor upon the scale that we would had we had the proper capital; but we expect to sell anywhere between \$50,000 and \$100,000 worth this coming year. Our sales last year having ranged somewhere around \$30,000, we expect to fully double that this coming season, and probably treble it, if general business brightens up. We have not the slightest doubt that within the next seven or eight years the annual sale of transfer ornaments will amount to between \$1,500,000 and \$3,000,000. An adequate protective tariff certainly ought to prove the means of enabling American manufacturers to gain a proper foothold and to secure the necessary capital to give employment to some thousand or more people, all of whom are of a very desirable class, being the higher class of artisans. Not only can you consider the finished product, but all the accessories that go with the business will amount to a great deal, thus proving doubly beneficial.

THE MEYERCORD COMPANY.  
Per GEO. R. MEYERCORD.

Hon. JOHN I. RINAKE,  
*Washington, D. C.*

Mr. HOPKINS. Do they suggest the rate of duty they think would be proper?

Mr. RINAKE. We think that if the paper were allowed to come in free of duty, and the Dutch metal were to remain as it is, an equitable rate would be about 40 per cent on the finished product.

I thank the committee for its attention.

## LITHOGRAPHIC GOODS.

(Paragraph 308.)

### IMPORTERS AND MANUFACTURERS SUBMIT RECOMMENDED AMENDMENTS IN THE LAW.

PHILADELPHIA, *December 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned, a committee appointed by the principal importers of lithographic goods on the one hand, and by the leading domestic



manufacturers on the other, beg to submit to the committee the following statement regarding clause 308 in the present tariff bill, which covers lithographic productions:

The existing specific duty on lithographic products is the outcome of an agreement between the importers and domestic manufacturers in that line, made with the cooperation and approval of General Appraiser Sharretts and Mr. Bunn, appraiser of the Port of New York, and experience has proved its wisdom, for since a specific duty has been placed on lithographic goods no complaint has arisen regarding undervaluations, for while some goods may still be undervalued, no advantage, so far as the duties levied on said goods are concerned, can accrue to the undervaluer. We therefore respectfully request that paragraph 308 of the present tariff act be reenacted with such changes as may tend to prevent misunderstanding or evasion of its provisions. A reference to the accompanying printed slip (Exhibit A) will show at a glance what these changes are. Our reasons for suggesting them are as follows:

The first change appears on lines 4 and 5, where the words "either stone or zinc" are stricken out and in their place the words "stone, zinc, aluminum, or other material" are inserted. The same change is made wherever similar language occurs, i. e., on lines 22, 23, 27, and 28.

For many years past lithographic prints have been made from either stone or zinc; recently other articles are being adopted for this purpose, aluminum being at present the material which seems most likely to come into general use. Already claims have been made by certain importers that their goods were printed from aluminum, hence were not liable to the specific duty as lithographs from stone or zinc as provided in paragraph 308. This protest was overruled, inasmuch as the parties in question could not substantiate their claim, the Board of United States General Appraisers stating in their decision dated January 22, 1896—

We therefore find that the goods in question are lithographic cigar labels, that they have been printed from stone or zinc, and that they have not been printed from aluminum or other metal than zinc. The various claims in the protest are accordingly overruled.

Inasmuch as the time may come when aluminum or some other material will take the place of lithographic stone or zinc in making lithographic prints, we deem it advisable to cover the whole question by the amendment proposed.

The next change suggested (see lines 11, 13, 14, 17, 18, 19, and 24) consists in placing the word "one" before the word "thousandths" wherever that word occurs. This correction is simply made for the purpose of accuracy.

The next change appears on lines 29 and 30 where the words "bronze or metal leaf printing" are stricken out and the words "labels and bands printed in whole or in part in bronze or metal leaf" are inserted. A similar change is made in lines 32, 33, 34, and 35, in which the words "or in bronze printing, but not including metal leaf printing" are stricken out and the following inserted: "and including labels and bands printed in whole or in part in bronze, but not including labels and bands printed in whole or in part in metal leaf," so that the clause as altered reads "lithographic cigar labels and bands, lettered or blank, printed from stone, zinc, aluminum, or other material, if printed in less than ten colors, but not including labels and bands printed in whole or in part in bronze or metal leaf, 20 cents per pound; if printed in ten or more colors, and including labels and bands printed in whole or in part in bronze, but not including labels and bands printed in whole or in part



in metal leaf, 30 cents per pound; labels and bands printed in whole or in part in metal leaf, 40 cents per pound."

Regarding these changes, we beg to say that when we originally drew and submitted this clause, we intended to place labels and bands printed in whole or in part in bronze in the 30 cents per pound division, using the phrase "but not including bronze or metal leaf printing" in its plain primary sense, i. e., labels and bands in which bronze or metal leaf printing was a part were not to be included in the 20 cents per pound division, but if printed in ten or more colors or in bronze printing (meaning by this, if printed in whole or in part in bronze) 30 cents per pound.

In a case before the United States General Appraisers at New York March 7, 1895, "In the matter of protest 77382 and 15336, of C. F. Haye against the decision of the collector of customs at New York, as to the rate and amount of duties chargeable on certain merchandise, imported per *Persia*, entered September 11, 1894," it was held "that the labels included in the last item on the invoice are printed in six colors, and in part, but not the chief part, in bronze printing. It is the merchandise covered by our third finding which the appellant claims to be dutiable at 20 cents per pound under paragraph 308 of the act of August, 1894." This paragraph, so far as it relates to cigar labels, is as follows:

Lithographic cigar labels and bands, lettered or blank, printed from either stone or zinc, if printed in less than ten colors, but not including bronze or metal leaf printing, 20 cents per pound; if printed in ten or more colors, or in bronze printing, but not including metal-leaf printing, 30 cents per pound; if printed in whole or in part in metal leaf, 40 cents per pound.

It will be seen that the qualifying words "printed in whole or in part" do not apply to bronze printing, and we therefore assume that Congress used the words "if printed in bronze printing" in the sense that the term bronze printing is used in trade, viz, printed wholly or chiefly in bronze.

We hold that the language of paragraph 308 relative to cigar labels stands as if reading "if printed in less than ten colors, but not including cigar labels, printed wholly or chiefly in bronze printing, or wholly or in any part of metal leaf, 20 cents per pound; if printed in more than ten colors, or wholly or chiefly in bronze printing, but not in part of metal leaf, 30 cents per pound," etc. Cigar labels printed in part, but not chiefly in bronze, and in part in colors, to be classified as if printed entirely in colors, and inasmuch as bronze printing is recognized in trade, as it is in fact, printing in two colors, namely, the foundation color and bronze color, bronze should be counted as two colors in estimating the number of colors in cigar labels. We sustain the protest as to the merchandise covered by our third finding of fact, and affirm the collector's decision in all other respects. Undoubtedly the language used in paragraph 308 is open to the interpretation put upon it by General Appraiser Sharretts, but nothing was further from the minds of the persons who originally drew the clause than said interpretation.

In answer to that portion of Mr. Sharretts's opinion, in which he says that a bronze printing is recognized in trade, as it is in fact as printing in two colors, we would state that, while such is undoubtedly the case, still there are several other mechanical operations connected with the manufacture of cigar labels and bands when a bronze printing is used, which adds very greatly to the cost of same; thus, when a bronze printing is used on a cigar label or band, the sheets are almost universally plated so as to give the effect of metal leaf printing. The cost of plating is fully equal to that of an extra printing.



Second. Such goods are very generally embossed, and the cost of embossing should be taken as equivalent to the value of three printings.

Hence it follows that if a label is printed wholly in bronze in place of said bronze printing being equivalent to two printings it is really equivalent to six printings, the extra four covering the cost of plating and embossing, and the same is true where a label is printed only partially in bronze, say in three colors and bronze. In that case, if the label is plated and embossed, the cost of manufacture would be the same as if printed in nine colors, and, as many more labels are imported printed in six or eight colors and bronze than in a less number of colors and bronze, there is no hardship in reverting to the original intention of the clause.

EDWARD WOLF,  
*On Behalf of Importers.*

G. W. DONALDSON,  
*For American Manufacturers.*

#### EXHIBIT A.

[Figures in parentheses ( ) are the line numbers referred to. Parts suggested to be struck out are inclosed in brackets [ ]. Proposed amendments are printed in *italics*.]

(1) Parchment papers, and surface-coated papers, and manufac- (2) tures thereof, cardboards, and photograph, autograph, (3) and scrap albums, wholly or partially manufactured, (4) thirty per centum ad valorem. Lithographic prints from (5) [either stone or zinc,] *stone, zinc, aluminum, or other* (6) *material*, bound or unbound (except cigar labels and (7) bands, lettered or blank, music, and illustrations when (8) forming a part of a periodical or newspaper and accom- (9) panying the same, or if bound in, or forming part of (10) printed books), on paper or other material not exceeding (11) [eight thousandths] *eight one-thousandths* of an inch in (12) thickness, twenty cents per pound; on paper or other (13) material exceeding [eight-thousandths] *eight one-thousandths* (14) of an inch and not exceeding [twenty-thousandths] (15) *twenty one-thousandths* of an inch in thickness, and ex- (16) ceeding thirty-five square inches cutting size in di- (17) mensions, eight cents per pound; prints exceeding [eight- (18) thousandths] *eight one-thousandths* of an inch and not ex- (19) ceeding [twenty-thousandths] *twenty one-thousandths* of an (20) inch in thickness, and not exceeding thirty-five square (21) inches cutting size in dimensions, five cents per pound; (22) lithographic prints from [either stone or zinc,] *stone*, (23) *zinc, aluminum, or other material*, on cardboard or other (24) material, exceeding [twenty-thousandths] *twenty one-thou* (25) *sandths* of an inch in thickness, six cents per pound; (26) lithographic cigar labels and bands, lettered or blank, (27) printed from [either stone or zinc,] *stone, zinc, aluminum*, (28) *or other material*, if printed in less than ten colors, (29) but not including [bronze or metal leaf printing] *labels and bands* (30) *printed in whole or in part in bronze or metal leaf*, (31) twenty cents per pound; if printed in ten or more (32) colors, [or in bronze printing, but not including metal (33) leaf printing] *and including labels and bands printed in whole or* (34) *in part in bronze but not including labels and bands printed in* (35) *whole or in part in metal leaf*, thirty cents per pound; (36) labels and bands printed in whole or in part in metal leaf, forty (37) cents per pound.

#### SATISFIED WITH PRESENT DUTY.

ST. PAUL, MINN., *January 23, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned firm, importers of oleo and photo lithographs (lithographs), find the present rate of duties on the mentioned lithographed productions very satisfactory, and would be pleased if no change of duties in any way be made. The ad valorem duties are not to our advantage.

O. & S. SILBERMAN.



## PARCHMENT PAPER.

(Paragraph 308.)

## BRIEF FILED IN BEHALF OF VARIOUS MANUFACTURERS.

WASHINGTON, D. C., *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

The undersigned, manufacturers of parchment paper, herewith respectfully urge upon your committee the adoption of the following amendments in Schedule M, paragraph 308:

In paragraph 308 expunge the words "30 per cent ad valorem" and substitute therefor "4 cents per pound" and "20 per cent ad valorem."

In support of the contention of the undersigned, that the duty on parchment paper in the new tariff bill be made as above suggested, and that such a change would be just and beneficial to the American manufacturer, we would submit the following:

Parchment paper is of two kinds or grades, or paper made in imitation of and possessing the qualities of parchment in greater or less degree.

First. Vegetable parchment paper, or parchment paper, is the result of the action of sulphuric acid on "unsized" all-cotton paper.

Two processes are involved: (a) Making the waterleaf paper of all-cotton rags; (b) parchментizing the waterleaf in sulphuric acid.

The double operation, the character and quantity of materials required, and the inutility of the waste, make this an expensive paper to manufacture.

Second. Parchmine, or No. 2 parchment, is a peculiarly sized paper, made directly upon the paper machine.

The materials used in making the paper and parchментizing it and the countries of export are as follows:

Cotton rags, Germany, Holland, France, England, Italy, and domestic rags; lime, America; soda ash, England; bleach, England, France, and Germany; coloring matters, America; alum, America; sulphuric acid and brimstone, Italy and Spain.

These articles, on account of business depression, have for the past three years been very low, and have enabled the American parchment mills to operate at living prices.

Advances of 15 per cent in rags and 60 per cent in brimstone have already taken place, and soda ash and bleach are reported as for an advance early in 1897.

On account of cheaper labor, the German manufacturers have made a constantly decreasing price in the United States. They maintain prices in Europe at about 10 to 11 cents per pound, which, considering their cheaper labor and materials, is a fair market price for the paper there.

At present, last prices quoted by their agents and importers here, viz, 9½ cents f. o. b., New York, less 2 per cent, 30 days, the influence of the German competition has been so great, that three American manufacturers have been driven out of business, viz:

A. G. Elliot & Co. built the mill of the Philadelphia Parchment Company at Rose Glen, near Philadelphia, capable of making 8,000 pounds of paper per day; were obliged to retire from the business in 1892, after



having lost, it is reported, \$60,000. They have since become the principal importers of German parchment.

C. A. Rudolph & Co., whose mill was located in Manayunk, Philadelphia, capable of making 4,000 pounds of paper per day, closed up and retired from business in 1893, and lost the value of their plant.

A parchment paper company in Ohio, capable of making 2,000 pounds of paper per day, was likewise driven out of business in 1894.

All of these parties were forced out of the manufacture by the lowering of prices.

Three manufacturers are still left in this country—Paterson Parchment Paper Company, Passaic, N. J.; Glen Mills Paper Company, Glen Mills, Pa.; National Parchment Company, Egg Harbor, N. J.

To place the American manufacturer in a position to compete with and obtain an equivalent price for his product, the protection needed is 30 per cent ad valorem and 4 cents per pound specific duty, for the reason that much of the parchment imported is invoiced as paper, wrapping paper, packing paper, and other indescriptive names, from which we believe it is done with intent to enter under other than the proper schedule.

In order to turn out 4,000 pounds of paper a day it requires the employment of about 80 people. This is strictly for the purpose of sorting the rags, manufacturing the paper, parchmentizing, and finishing. The direct supplies for this quantity require likewise about 11 tons of coal, 7,000 pounds of rags, and 10,000 pounds of 60-vitriol acid.

It is impossible to get at the indirect expense, such as making sulphuric acid and brimstone, and the amount of labor involved, nor at the amount of labor on the coal that we use and the amount of labor required to gather 7,000 pounds of rags per day (although most of these rags are now imported). In fact, very few cotton rags are picked up in the States.

There are, besides, many other supplies used, such as wrapping paper, twine, lumber (that we buy by the carload for making boxes), machinery, oil, and supplies of all kinds. There seems to be no end to the supplies we really use, and all the supplies we buy are manufactured in the United States.

GEO. O. GLAVIS,

*Attorney representing Paterson Parchment Paper Company,  
Passaic, N. J.  
Glen Mills Paper Company, Glen Mills, Pa.*

## PHOTOGRAPHIC CARDS.

(Paragraph 308.)

### STATEMENT SUBMITTED AND RATES RECOMMENDED BY CARL ERNST & CO., IMPORTERS, OF NEW YORK CITY.

We, the undersigned, Carl Ernst & Co., of No. 5 Cedar street, New York, importers of photographic cards, beg to submit for your consideration the following statement in regard to the existing tariff on photographic lithographed cardboard and suggestions as to changes to be made:

The McKinley tariff law provided a duty of 35 per cent ad valorem on cardboard (if lithographed or not) and the Wilson tariff law changed



the rate to 30 per cent ad valorem and excepted therefrom cardboard printed from either stone or zinc (this means lithographed cardboard). For the latter (lithographed cardboard) the Wilson law provided a specified duty, ranging from 5 to 20 cents per pound, according to the thickness of the cards, and this specified duty averaged on the entire import of lithographed cardboard between 28 and 30 per cent ad valorem.

The so-called photographic cards (to be used for mounting photographs), and which are manufactured as a specialty, are subjected under the present tariff law to a duty of 6 cents per pound, which duty amounts to from 30 to 60 per cent ad valorem, the thickness of the cards, of course, grading the variation of duty imposed as aforesaid.

In support of our contention and to prove our assertions by illustration, we inclose two samples respectively marked No. 1 and No. 2.

For example, we have a photographic card which can be imported at \$4 per thousand (invoice price). On the aforesaid card a duty of 6 cents per pound is imposed, and on 1,000 of the same character weighing about 40 pounds a duty of \$2.40 would be imposed, or in the alternative an ad valorem of 60 per cent.

Again, we have a card which can be imported at \$8 per thousand (invoice price), and, as on the first-named card, a duty of 6 cents per pound or \$2.40 on a thousand is imposed, which in the alternative is equal to an ad valorem duty of 30 per cent.

Thus we must from the foregoing illustrations draw the following conclusions: That on the first card, value \$4 per thousand, the same duty is imposed as on the second card, value \$8 per thousand, or \$2.40 per thousand on each.

The injustice of this is readily apparent and it can not be presumed for a single moment that it was ever the intention of Congress to be inequitable. The special duty imposed according to weight as aforesaid prevents the import of lithographed photographic cards of the cheaper grade, as they can not stand the burden of 60 per cent duty and the manufacturing, and the prices of photographic cards in the United States are practically controlled and monopolized by one firm.

It is quite evident that a protection as aforesaid is unnecessary for the home manufacturer for the following reasons: In some of the previous tariff enactments the duty imposed on photographic cards was but 15 per cent, and in the enactment previous to what is popularly known as the McKinley bill 25 per cent.

The McKinley enactment increased the duty to 35 per cent ad valorem, notwithstanding the fact that during all this period the annual importations of photographic cards never exceeded the sum of \$40,000 or thereabouts; and it must appear ever more manifest that there being really no existing competitive market of the subject-matter herein little can be the damage sustained by the home manufacturer by the existing imports, and much severity and injustice perpetrated upon the importer by a heavy and inequitable duty.

The following suggestions are proposed: That the specific duty "per pound" be replaced by an equitable ad valorem duty, or in the alternative make a special heading for "photographic cards, plain, lithographed, or stamped," and place the import of duty at 25 per cent ad valorem.

This would abundantly protect the home market, and in view of the comparatively small importation the revenue will be unaffected and the consumer necessarily benefited.

CARL ERNST & Co.



## CIGAR LABELS.

(Paragraph 308.)

## STATEMENT OF LOUIS C. WAGNER, OF NEW YORK CITY.

THURSDAY, *December 31, 1896.*

Mr. WAGNER said: We come here to protest against the inequality in the present specific rates of duty on cigar labels, which are not consistent with the specific rates on other lithographic prints, yet both classes of merchandise are practically produced by the same process.

In order not to take up the time of the committee, we beg to submit our protest, statistics, etc., in writing, together with samples of said merchandise; and, with the permission of the committee, I desire to speak briefly on a few of the essential points raised in our protest.

According to the report of the Bureau of Statistics for the last fiscal year the ad valorem equivalent of specific rates on cigar labels and bands were more than double those of other lithographic prints, while our own importations show this inequality in still greater degree, partly owing to the fact that they were taken from a different period of the year and partly because we do not import lithographic prints at rates of 5 and 20 cents per pound, respectively.

We especially desire to call the committee's attention to that part of the present tariff law reading "Printed in ten colors or more, or in bronze, per pound, 30 cents," which is not only unjust but misleading, as labels printed in one color and bronze and those printed in twelve colors and bronze are liable to the same rate of 30 cents a pound duty, making the ad valorem equivalent on the former 90 per cent and on the latter 47 per cent, and yet, from the fact of labels being printed with bronze, the bronze is commercially considered nothing more than a two-color printing, and is so taken in the cost of production.

During the time the present bill was in the hands of the Senate Committee on Finance we were led to the belief that the rates on all lithographic prints, including cigar labels, would be made specific, equivalent to an ad valorem rate of 30 per cent, and by request of the Senate Committee on Finance I furnished them with a schedule of specific rates, based on said ad valorem equivalent, but by means unknown to us, and during my absence abroad, the present rates on lithographic prints and cigar labels were proposed to the Senate Committee on Finance as being entirely satisfactory to domestic manufacturers and importers of lithographic prints, but without the knowledge or consent of firms interested in the importation of labels.

The present rate of duty on cheaper grades of labels is prohibitory; that is, it is only possible to import a first lot of a new design; after that they are copied by domestic manufacturers and sold much below the amount of duty alone on them.

Statistics will show that while imports of all lithographic prints has varied but slightly during the past four years, the imports of cigar labels has decreased very materially. Our imports from September, 1895 to 1896, were only about one-half of those from September, 1892 to 1893. This, in greater part, is due to excess in rates of duties and also because the work done in this country is equal to that done abroad, which was not the case a few years ago.

As labels are printed in various numbers of colors, it is essential to grade the rates of duties accordingly.



## SURFACE-COATED PAPERS.

(Paragraph 308.)

## UNDERVALUATIONS HAVE ALARMINGLY INCREASED THE PAST TWO YEARS.

NEW YORK, N. Y., *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We, the undersigned, a committee of the manufacturers of surface-coated papers, of the United States, representing an invested capital of \$5,000,000, and giving employment to 3,000 American workmen, at fair and commensurate wages, respectfully urge your committee to change paragraph 308, Schedule M, of the tariff act of August 28, 1894.

Since the passage of the act, the business of manufacturing surface-coated papers has been disastrously interfered with by excessive importations of surface-coated papers from Europe, especially from Germany and Belgium, where labor is notoriously lower—scarcely more than one-quarter of that paid in the United States. It is also a well-known fact that European manufacturers are using the United States as a dumping ground for their surplus manufacture, sending goods to our country at greatly reduced prices from those which they charge in their home markets, and thus violating the principle of our tariff law.

It is further a fact—and this can be proven by the records of the custom-houses at New York, Boston, and Philadelphia—that undervaluations in surface-coated papers have alarmingly increased during the last two years, as the manufacturers in Europe have established agencies in this country, invoicing their goods to these irresponsible representatives—or rather, to themselves—thus cheating the Government out of its just dues and injuring the business of bona fide importers, who are unable to compete with these so-called agencies. It can be further proven that the most daring of these foreign manufacturers have refused to sell their goods to respectable houses in the United States at foreign prices, but referred all such applications to their agents in America, who would quote only in dollars and cents, duty paid. This alone should be considered sufficient evidence that these manufacturers are entering their goods fraudulently at our custom-houses. While we believe that the examiners at our different custom-houses are earnestly trying to protect the American bona fide importers and manufacturers in levying the proper duties upon all surface-coated papers, yet it is impossible for them to determine the actual value of these importations, as very similar looking papers vary quite considerably in their values, which only experts can determine.

The consequence of these fraudulent undervaluations has been that more than 25 per cent of our manufacturers have had to close their works, and the rest of them have been working at a loss to themselves and their workmen, all hoping that relief from the present distress might be granted by our Representatives. We therefore ask your committee to change paragraph 308, Schedule M, from an ad valorem duty to a specific duty, and would respectfully suggest the following modification of the above paragraph:

Paragraph 308. Surface-coated papers: Amend paragraph 308 by striking out from the first line the words "surface-coated papers," and insert at the end of the same section, after the words "per pound," the words "surface-coated papers, plain, embossed, and marbled, five cents per pound; all others, including printed, or where covered with metal



or its solutions, or with gelatin or flock, five cents per pound and twenty-five per cent ad valorem."

ETHAN ALLEN DOTY,  
*Of Doty & Scrimgeour, 70 Duane Street, New York,*  
 W. A. WALTHER,  
*Of Walther & Company, 87 Walker Street, New York,*  
 CHAS. Y. ZENTGRAF,  
*Of Louis Dejonge & Co., 71 and 73 Duane Street, New York,*  
*Committee.*

**SCHEDULE SUBMITTED BY MR. ETHAN ALLEN DOTY, MANUFACTURER, NEW YORK CITY.**

Mr. Ethan Allen Doty, of Doty & Scrimgeour, of New York City, in transmitting the memorial of the manufacturers of surface-coated papers, printed above, inclosed the following schedule and comparison:

*Schedule showing difference of duty collected on the various fine grades of surface-coated papers at the present rate of duty, and the rate proposed by the American manufacturers.*

| Grade of paper.          | Cost in Europe, per ream. | Dutiable value in United States. | Present rate of duty. | Amount collected at present. | Weight per ream. | Proposed 5 cents per pound. | New duty 25 per cent ad valorem. | Amount to be collected as proposed. |
|--------------------------|---------------------------|----------------------------------|-----------------------|------------------------------|------------------|-----------------------------|----------------------------------|-------------------------------------|
|                          | <i>Marks.</i>             |                                  | <i>Per cent.</i>      |                              | <i>Pounds.</i>   |                             |                                  |                                     |
| Fancy printed, common    | 10.00                     | \$2.40                           | 30                    | \$0.72                       | 34               | \$1.70                      | \$0.60                           | \$2.30                              |
| Fancy printed, fine .... | 19.20                     | 4.60                             | 30                    | 1.38                         | 35               | 1.75                        | 1.15                             | 2.90                                |
| Gold paper, ordinary ..  | 31.00                     | 7.44                             | 30                    | 2.232                        | 17               | .85                         | 1.86                             | 2.71                                |
| Gold paper, fine.....    | 34.00                     | 8.16                             | 30                    | 2.448                        | 17               | .85                         | 2.04                             | 2.89                                |
| Silver paper, ordinary . | 21.00                     | 5.04                             | 30                    | 1.512                        | 14               | .70                         | 1.26                             | 1.96                                |
| Silver paper, fine ..... | 36.00                     | 8.64                             | 30                    | 2.592                        | 21               | 1.05                        | 2.16                             | 3.21                                |
| Gold vein paper .....    | 40.00                     | 9.60                             | 30                    | 2.88                         | 32               | 1.60                        | 2.40                             | 4.00                                |
| Gelatin paper .....      | 114.00                    | 27.36                            | 30                    | 8.208                        | 50               | 2.50                        | 6.84                             | 9.34                                |
| Flock paper .....        | *113.00                   | 22.60                            | 30                    | 6.78                         | 51               | 2.55                        | 5.65                             | 8.20                                |
| Total .....              |                           | 95.84                            |                       | 28.752                       |                  |                             |                                  | 37.51                               |
| Average to our ream...   |                           | 10.65                            |                       | 3.19                         |                  |                             |                                  | 4.17                                |

\* Francs.

Increase of duty per ream, 98 cents, or 9.20 per cent.

**HEAVY UNDERVALUATIONS.**

FITCHBURG, MASS., *December 28, 1896.*

**COMMITTEE ON WAYS AND MEANS:**

Permit us to state to you the fact that during the last three years there have been such excessive importations of surface coated papers into the country that we are convinced there has been much fraud perpetrated on the United States by undervaluations. During this time raw stock has been cheaper here than in Germany, and it seems to us impossible that these surface-coated papers can be made for the prices at which the invoices are made out. While foreign labor is less than ours, the difference will not explain the very much lower figures at which the foreign product is sold here. The effect of the large importations has been disastrous to a large number of our customers, and the sales of our product made for coating purposes have been curtailed nearly one-half.

We ask that a specific duty be imposed upon all surface-coated papers in place of the ad valorem duty now in force.

CROCKER, BURBANK & Co.



**SPECIFIC DUTIES WANTED.**

BOSTON, *December 28, 1896.*

**COMMITTEE ON WAYS AND MEANS:**

In the revision of the tariff which is now in charge of your committee, I wish to call your attention to the desirability of changing the duties on surface-coated papers from ad valorem to specific, as the present mode of assessing them, namely, of placing an ad valorem tax, leads to frauds and undervaluations.

GEO. W. WHEELWRIGHT,  
*President Geo. W. Wheelwright Paper Company.*

**SHOULD BE MADE IN THIS COUNTRY.**

FITCHBURG, MASS., *December 31, 1896.*

**COMMITTEE ON WAYS AND MEANS:**

Do what you can for protection, with specific duty on surface-coated papers, so that we can make them in this country.

RODNEY WALLACE.

**PAPER HANGINGS.**

(Paragraph 310.)

**A SPECIFIC PROVISION FOR RAW STOCK RECOMMENDED.**

NEW YORK, *January 4, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

In the consideration of the paper schedules to be recommended for future tariff legislation, we would invite your attention to a slight inconsistency in the existing tariff law with regard to the raw stock which enters into the manufacture of paper hangings. This commodity is almost exclusively made in this country, and consequently has never been especially provided for in previous tariff acts. Finished paper hangings are now imported at a duty of 20 per cent, but raw stock from which to make the same goods is taxed at the same rate, owing to the fact that it is "not otherwise provided for."

The present duty of 20 per cent on finished paper hangings affords ample protection to American manufacturers, but the raw stock, we think, should be admitted at not more than one-half that rate. Probably 95 per cent of the raw stock which we consume yearly is of domestic manufacture, and that which we import is of a peculiar finish adapted to the purpose of making varnish-coated papers. The demand for this particular paper is so limited that domestic paper manufacturers have not gone to the expense of installing the necessary equipment with which to turn it out, and we are consequently compelled to secure it from foreign makers, although it would be to our advantage and convenience to have it made on this side.

Our suggestion is, therefore, that you recommend a specific provision for raw stock to be manufactured into paper hangings to be entered at a duty of, say, 10 per cent.

WM. CAMPBELL & Co.



## RECLASSIFICATION AND RATES.

STATEMENT AND SCHEDULE SUBMITTED BY MANUFACTURERS  
OF VARIOUS KINDS OF PAPER.WASHINGTON, D. C., *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

Permit us herewith to submit the request of the manufacturers of writing and kindred papers for a change in the rates of duty pertaining to their manufactures, embraced in Schedule M of existing law. It is unnecessary for us to burden you with a history of the development of the paper industry in this country, and we therefore come directly to the proposition which we wish to submit.

For a number of years it has been the desire of the manufacturers of all forms of writing paper to have placed on a specific basis the importations of goods competing with them, and we learn with much pleasure that your committee is very favorable to the substitution of specific for ad valorem rates wherever such substitution is possible.

It is our belief, however, that compound rates of duty are preferable to the single specific rate on the line of protection, as the specific rate, when connected with falling prices equalizes the reduction following an ad valorem rate, and vice versa, the ad valorem rate, in connection with rising prices equalizes the loss of protection through the specific rate.

Schedule M, pulp, paper, and books, has never received that careful attention in revisions of the tariff which has been given to many other schedules, and in consequence it is to-day one of the least symmetrical. In 1890 Congress wisely put a compound duty on copying, filter, silver, and tissue paper. The result of this change is well shown in the following brief statement of imports for 1893, under the McKinley law, with the imports for 1896, under the Wilson law:

In 1893 1,091,981 pounds of these classes of paper were imported, valued at \$185,313, equivalent to an average value per pound of 17 cents. Based upon this average value per pound, the rate of duty under the McKinley law of 8 cents per pound and 15 per centum ad valorem was equivalent in that year to over 62 per cent ad valorem.

In 1896 1,334,866 pounds of like papers were imported, valued at \$220,755. In this case the average value per pound was 17 cents, and upon this was levied the ad valorem rate of duty of 35 per cent.

These figures show that the average import value per pound of these classes of paper in 1896, with an ad valorem of 35 per cent, was 17 cents, which was exactly the same pound value as in 1893, with an average ad valorem rate of duty of over 62 per cent. In other words, the consumer of these papers in this country secured no benefit in price by the reduction in the rate of duty from 62 per cent in 1893 to 35 per cent in 1896.

The revenue receipts from these importations were respectively as follows:

Under the McKinley law for 1893, \$115,155; under the Wilson law for 1896, \$77,264, thus showing an absolute loss of revenue to the Government for the year 1896 over the year 1893 of \$37,891.



Many other items of Schedule M show the same shrinkage in revenue, but no reduction in price to the consumer.

The fact is also disclosed that the total imports under this schedule were in 1893, \$3,777,457, with duties collected of \$1,226,676; and for 1896 total values, \$3,133,418, with duties collected of \$786,895, being a loss of revenue on this schedule of nearly one-half million dollars.

#### LABOR COST.

The labor cost in all classes of paper manufactures above referred to ranges from 187 to 42 per cent higher in the United States than in Great Britain, and averages on all classes of writing paper, 81 per cent. On all the above classes of paper, when decorated in any manner, hand labor is exclusively used, and consequently is represented by the highest percentage of increased labor cost.

The highest compound rate of duty proposed in the accompanying provisions would be equivalent to 45 per cent on the bulk of the goods that are being imported at the present time. These goods which are imported are mostly of the highest grade, and are consumed by the class of our citizens who crave luxuries, and we believe that any American who desires to use foreign papers with the foreign trade-mark on them because of that fact, and not because of their being superior in quality to domestic goods, should be made to contribute in the largest possible way to the revenues from imports.

We give below our recommendations for changes in Schedule M:

309. Paper envelopes, valued at less than one dollar per thousand, forty cents per thousand; valued at one dollar per thousand and less than two dollars per thousand, eighty cents per thousand; valued at two dollars per thousand or more, one dollar and twenty cents per thousand; and in addition thereto on all the above-described envelopes, fifteen per centum ad valorem; but if any of the above-described envelopes are black bordered, stamped, embossed, illuminated, printed, or decorated, they shall pay in addition to the foregoing specific rates, thirty per centum ad valorem.

310. Paper, writing, note, letter, drawing, typewriter, pads, parchment, bond, mill or pasted cardboard, in sheets, quires, reams or packages, valued at less than eight cents per pound, three cents per pound; valued at eight cents per pound and less than twelve cents per pound, six cents per pound; valued at twelve cents per pound and less than sixteen cents per pound, eight cents per pound; valued at sixteen cents or more per pound, nine cents per pound; and in addition thereto on all the above-described paper fifteen per centum ad valorem; but if any of the above-described paper is ruled, black bordered, stamped, embossed, illuminated, printed, or decorated, it shall pay, in addition to the foregoing specific rates, thirty per centum ad valorem.

In paragraph 307 strike out the words "and writing paper and envelopes, embossed, engraved, printed, or ornamented."

In paragraph 308 strike out the words "parchment papers" and "cardboards."

GEORGE B. HURD,

*Of George B. Hurd & Co., representing these Firms by Request.*

Z. & W. MURRAY,

WHITING PAPER COMPANY,

CRANE & Co.,

BEEBE & HOLBROOK COMPANY,

EAST HARTFORD MANUFACTURING COMPANY,

HURLBUT PAPER MANUFACTURING COMPANY.



## BOOKS.

(Paragraph 311.)

## STATEMENT OF MR. EDWIN IVES, OF NEW YORK, N. Y.

THURSDAY, *December 31, 1896.*

Mr. IVES said: Mr. Chairman and gentlemen of the committee, I think that the time has come to have the binding for the finer classes of books done in this country. As a fact the finer classes of books have been bound in England, France, and Germany, but we think that the time has come for that binding to be done here. There is this hindrance, however: There is 65 cents difference in wages, and we have only the protection of 25 per cent. We want to ask you to add 15 per cent to the duty, thus giving us a duty of 40 per cent specific on books bound and unbound. The difference of 25 per cent we can offset very easily by our expert methods of bookbinding. When the Wilson bill was under consideration I was here, and someone has done as well as they could for us by keeping the duty at 25 per cent, as under the McKinley Act. But it is not enough. We can furnish the quality of the work. We can bind books, prayer books, hymnals, Bibles, and the best quality of books, in morocco, levantine, and calf, as well as they can be done in England or Germany, and we are doing it; but we do not make any money on it. We spend a good deal of money, however, in showing that we can do it, and we are doing it. We are making divinity works and Bibles—round-cornered, gilt-edged, calf bindings—so beautiful and so strong that no difference can be seen between our work and work done abroad, and the people are satisfied. But, as I say, there is no profit in it. And now the time has come to ask you to give us a little more duty so that we can have some profit.

That is all that I want to say to you. We can do the work. We are doing it, but we are not making money at it. I have been on the other side and have learned all their processes of binding. But the publishers of these books in this country find it profitable to have the finer binding done on the other side in quantities. Of course, we are doing more or less job work in this country. But this country is growing, and we are really able to do anything that is done on the other side, and we want a chance to do it.

## STATEMENT SUBMITTED BY COMMITTEE FROM TYPOGRAPHICAL UNION, NO. 2, OF PHILADELPHIA.

PHILADELPHIA, *December 28, 1896.*

## COMMITTEE ON WAYS AND MEANS:

The undersigned, a committee appointed by Typographical Union, No. 2, of Philadelphia, to represent the interests of the printing trades in the tariff revision now under consideration by your committee, respectfully beg leave to present the following statement:

In behalf of the extensive and important labor interests concerned in the manufacture of books, we would ask two modifications of the existing tariff, viz:

1. That the duty on books in the English language less than twenty years old be changed from the ad valorem rate of 25 per cent to the specific rate of 25 cents per pound weight.



2. That the clause admitting free of duty "scientific books and periodicals devoted to original research," be stricken from the free list.

With regard to the first of these suggestions we would observe that a specific rate per pound weight was that adopted in the tariff of 1842, and was in use in England as long as books were dutiable there. It commended itself to the practical experience of those days as the only mode by which to prevent frauds on the revenue by undervaluations. To this books are especially liable, as it is an evident impossibility for appraisers to be familiar with the current wholesale prices of the vast numbers of books published abroad, especially as they are largely imported in quantities prior to publication in the country of their origin and before their prices are advertised, and are often shipped in quires, so that no judgment can be formed as to their value. For the most part the invoice must be accepted without question, and such invoice is at best only a memorandum where the importer is the agent of the foreign publisher, and all the larger publishing houses have their agents in this country. Business conscience is easily satisfied by invoicing at a fractional advance over the bare cost of paper and press-work, and there is every opportunity thus to defraud the revenue at the expense of American labor. While we are convinced that such frauds are habitually practiced, it is self-evident that we are unable to submit proofs of the fact, because as private citizens we have no access to the records of the custom-houses.

We suggest the specific rate of 25 cents per pound as the nearest equivalent to the present ad valorem duty of 25 per cent on the customary wholesale prices abroad, as will appear from the accompanying list, marked Exhibit A, of books taken at random and representing various classes of publications. You will observe that while it increases the rate on light and ephemeral literature, on books of solid information and instruction the duty is reduced.

As to our second suggestion, that "scientific books and periodicals devoted to original research" should be stricken from the free list, the necessity of it becomes apparent from the partial list of books which are presented as Exhibit B, which have been decided by the Board of Appraisers as entitled to free entry under this clause. You will note that there is scarcely a book on it which can be honestly defined as "devoted to original research," and that the bulk of them are mere compilations and ordinary text-books for schools and colleges. We recently appealed to the Treasury Department to put an end to this abuse, so damaging to the revenue and to the interests which we represent, and we are glad to say that an order has been issued instructing the appraisers to guard against such laxity in the future; but in view of the numerous issues of the press and the technical knowledge in each special department of science requisite to determine what is "original research" and what is compilation, it becomes evident that no permanent relief from these abuses is possible as long as so lax and improvident a clause is allowed to remain in the free list.

For these and other reasons, which will, no doubt, suggest themselves to your committee, we respectfully express the hope that the changes we advocate will be adopted in any tariff which it may frame.

GEORGE CHANCE,  
*President Typographical Union No. 2.*

JOHN T. EVANS,  
HENRY H. SAVAGE,  
*Committee Philadelphia Typographical Union No. 2.*



## EXHIBIT A.

| Publications.                                             | List price in English money. | Equivalent in American money. | Whole-sale price after allowing for trade discount, and 13 to the dozen, a trade custom in England. | Weight.         | Duty at 25 per cent ad valorem. | Duty at 25 cents per pound. |
|-----------------------------------------------------------|------------------------------|-------------------------------|-----------------------------------------------------------------------------------------------------|-----------------|---------------------------------|-----------------------------|
|                                                           | <i>s. d.</i>                 |                               |                                                                                                     | <i>Lbs. oz.</i> |                                 |                             |
| The Grey Man, by Crockett .....                           | 6 0                          | \$1.50                        | \$1.05                                                                                              | 24              | \$0.26 $\frac{1}{2}$            | \$0.37 $\frac{1}{2}$        |
| Sir George Tressady, by Mrs. Humphrey Ward.               | 12 0                         | 3.00                          | 2.10                                                                                                | 29              | .52 $\frac{1}{2}$               | .45 $\frac{1}{2}$           |
| Life and Letters of John Gibson Lockhart, 2 volumes ..... | 36 0                         | 9.00                          | 6.30                                                                                                | 4 9             | 1.57 $\frac{1}{2}$              | 1.14                        |
| The Animal Story Book, by Andrew Lang.....                | 6 0                          | 1.50                          | 1.05                                                                                                | 26              | .26 $\frac{1}{2}$               | .40 $\frac{3}{4}$           |
| Margaret Ogilvey, by J. M. Barrie .....                   | 5 0                          | 1.25                          | .87                                                                                                 | 10              | .21 $\frac{3}{4}$               | .15 $\frac{3}{4}$           |
| Kate Carnegie, by Ian Maclaren.....                       | 6 0                          | 1.50                          | 1.05                                                                                                | 25              | .26 $\frac{1}{2}$               | .39                         |
| Rodney Stone, by Conan Doyle .....                        | 6 0                          | 1.50                          | 1.05                                                                                                | 20              | .26 $\frac{1}{2}$               | .31 $\frac{1}{2}$           |
| The Seven Seas, by Rudyard Kipling.....                   | 6 0                          | 1.50                          | 1.05                                                                                                | 16              | .26 $\frac{1}{2}$               | .25                         |
| Letters of Victor Hugo, 2 volumes.....                    | 21 0                         | 5.25                          | 3.67                                                                                                | 4 8             | .92                             | 1.12 $\frac{1}{2}$          |
| Taquisara, by Marion Crawford, 2 volumes .....            | 12 0                         | 3.00                          | 2.10                                                                                                | 29              | .52 $\frac{1}{2}$               | .45 $\frac{1}{2}$           |
| Walton's Angler, edited by Andrew Lang.....               | 4 6                          | 1.12                          | .78                                                                                                 | 16              | .19 $\frac{1}{2}$               | .25                         |
| Gray's Anatomy.....                                       | 36 0                         | 9.00                          | 6.30                                                                                                | 6 0             | 1.57 $\frac{1}{2}$              | 1.50                        |
| Morris's Anatomy.....                                     | 40 0                         | 10.00                         | 7.00                                                                                                | 5 3             | 1.75                            | 1.29 $\frac{3}{4}$          |
|                                                           |                              |                               |                                                                                                     |                 | 8.59 $\frac{1}{2}$              | 8.10 $\frac{1}{2}$          |

Thirteen books at ad valorem rates 25 per cent would pay a duty of \$8.59 $\frac{1}{2}$ ; the same number at specific rates of 25 cents per pound would pay a duty of \$8.10 $\frac{1}{2}$ .

## EXHIBIT B.

In order to convey some idea of the injustice which is being inflicted upon our craft by the false interpretation of the law by the United States appraisers, we append a partial list of the important foreign books which are now being brought into the country free of payment of duty. Those named are mostly extensive works, which, under a just appraisement, would have been manufactured in this country, and would thus have given work to a large number of our craft.

Abney's Colorvision.  
 Allen's Chemistry of Urine.  
 Althaus' Brain Failure.  
 Balfour's Embryology.  
 Ball, Diseases of the Nose.  
 Beale's Urinary Diseases.  
 Beddard's Oligochæta.  
 Benedikt's Coal-tar Colors.  
 Bennett on Plants.  
 Bernthsen's Organic Chemistry.  
 Blackwell's Human Elements in Sex.  
 Bloxam's Chemistry.  
 Bodmer's Hydraulic Motors.  
 Bousfield's Photo-micro.  
 Bramwell's Clinical Atlases.  
 Brodke's Dissections, Illustrated.  
 Brown and Nisbet's The Forrester.  
 Buck's Oblique Bridges.  
 Butschil's Investigation on Microscopic Foams and on Protoplasms.  
 Butcher's Protoplasm.  
 Callon's Lectures on Minings.  
 Chambers's Astronomy.  
 Charleton's The Choice of Coarse and Fine Crushing Machines.  
 Cheate's Artificial Feeding and Food Disorders.  
 Chrystal's Algebra.  
 Clare's Zoology.  
 Clark's Fibroid Phthisis.

Claus and Sedgwick's Flora.  
 Clouston on Mental Diseases.  
 Cooke's Vegetable Wasps.  
 Cooper on the Rectum.  
 Coyle on Coal-tar Colors.  
 Cremona's Projective Geometry.  
 Crippe on the Rectum.  
 Crocker's Atlas of Skin Diseases.  
 De Barry's Bacteria.  
 De Barry's Biology of Fungi.  
 Dittman's Chemical Arithmetic.  
 Domville on Nursing.  
 Duckworth on Gout.  
 Ewing's Steam Engine.  
 Fenwick's Diseases of Abdomen.  
 Fenwick on Symptoms.  
 Fisher's Physics of the Earth's Crust.  
 Flemming's Alternate Current Transformer.  
 Fletcher's Steam Jacket.  
 Flower's Osteology of the Mammalia.  
 Foster's Physiology—Parts II and III.  
 Foster's Physiology.  
 Forsyth's Differential Equations.  
 Forsyth's Theory of Functions.  
 Fourice's Heat.  
 Fox's Sanitary.  
 Fresenius's Qualitative Analysis.  
 Fresenius' Quantitative Analysis.  
 Galton's Finger Print Directories.



- Gamgee's Chemistry.  
 Gamgee's Physiological Chemistry.  
 Garrod on Rheumatism.  
 Geikie's Text-book of Geology.  
 Goebel's Morphology of Plants.  
 Gore's Electric Chemistry.  
 Gore's Electro-Chemistry.  
 Gore's Electrolytic Separation of Metals.  
 Gordon's Physical Treatise on Electricity and Magnetism.  
 Gray's Electrical Measurement.  
 Greenhill's Elliptic Functions.  
 Grove's Fresenius's Quantitative Analysis.  
 Guttman on Explosives.  
 Hamilton's Pathology.  
 Haig on Uric Acid.  
 Hampel on Gas Analysis.  
 Hartig's Diseases of Trees.  
 Hartridge's Ophthalmology.  
 Harris on the Chest.  
 Hawkins's Vermiform Appendix.  
 Heidenhain's Hypnotism.  
 Herschell on Indigestion.  
 Hertwig's Embryology.  
 Hillyer's The Plumber and Sanitary Houses.  
 Holden's Osteology.  
 Howe's Atlas of Biology.  
 Humphrey on Nursing.  
 Huth's Marriage of Nearkin.  
 Huxley's and Martin's Biology.  
 Iron and Steel Journal.  
 Jenner's Treatment of Rickets in Children.  
 Jones on Asbestos.  
 Juke's-Browne's Geology.  
 Kelland and Tait's Quaternions.  
 Koch on Cholera.  
 Kocher's Operative Surgery.  
 Lamb's Hydrodynamics.  
 Lang's Comparative Anatomy.  
 Lee's Microtomy.  
 Levison on Uric Acid.  
 Lewis's Mental Diseases.  
 Lockyer's Chemistry of the Sun.  
 Lockyer's Meteoric Hypothesis.  
 Macdonald on Water.  
 MacEwan's Diseases of the Brain.  
 McAulay's Utility of Quaternions in Physics.  
 Maudsley's Pathology of the Mind.  
 Martin on Diphtheria.  
 Massey on Fungus Flora.  
 Maskelyne on Crystallography.  
 Mance's Plant-life.  
 Maxwell's Electricity.  
 Mendola's Chemistry of Photography.  
 Menschulkin's Analytical Chemistry.  
 Mercier on Lunacy.  
 Metchnikoff's Comparative Pathology.  
 Moore's Meteorology.  
 Morris on Joints.  
 Morris's Anatomy.  
 Moll on Hypnotism.  
 Murrell's Masso-therapeutics.  
 Murrell on Massage.  
 Naber's Standard Method in Physics and Electricity Criticised.  
 New Sydenham Society, 1893.  
 Nisbet on Marriage and Heredity.  
 Oliver's Pulse-gauging.  
 Oliver on Tumors.  
 Onodi's Atlas of Nasal Cavity.  
 Pasteur's Studies on Fermentations.  
 Phillips's Engineering Chemistry.  
 Pitt-Lewis on Insane.  
 Preston on Light.  
 Prestwich's Geology, Vol. II.  
 Price's Infinitesimal Calculus.  
 Psycho's Voice, Song, and Speech.  
 Rabagliati on Ovarian Diseases.  
 Raleigh on Sound.  
 Rankine's Applied Mechanics.  
 Robson on Gallstones.  
 Russell on Cardiac Disease.  
 Sanson's Diagnosis of Diseases of the Heart and Thoracic Aorta.  
 Schimmelbusch on Wounds.  
 Scott's Modern Geometry.  
 Scott's Analytical Geometry.  
 Sigwart's Logic.  
 Smith's Fungology.  
 Smith's Abdominal Surgery.  
 Stephenson's Ophthalmic Nursing.  
 Strassburger's Botany.  
 Strassburger's Practical Botany.  
 Sutton's Analysis.  
 Sydenham Society, Vols. CXLI to CXLV.  
 Tait's Quaternions.  
 Tait and Steel's Dynamics.  
 Thearle's Modern Practices of Shipbuilding.  
 Thearle's Naval Architecture.  
 Thomson and Tait's Elements of Natural Philosophy.  
 Thornton's Surgery of the Kidney.  
 Thorp's Chemistry, Vol. III.  
 Transactions of Scientific Institute, Vol. XI to XIV.  
 Tucky's Therapeutics.  
 Tuke on Insanity.  
 Vine's Physiology of Plants.  
 Watt's Chemistry, Vols. III and IV.  
 Whittaker on Wine.  
 Williams's Diseases of the Breast.  
 Winslow on Brain and Mind.  
 Warming's Systematic Botany.  
 Weidersheim's Comparative Anatomy of Vertebrates.  
 Weisman on Heredity.  
 Wendt on Psychology.  
 Webster on Ectopic Pregnancy.  
 Weismann's Essays on Heredity.  
 White's Naval Architecture.  
 Zeinen's Physiological Psychology.



## PROTESTS FROM LEADING PUBLISHERS.

NEW YORK, *January 9, 1897.*

## COMMITTEE ON WAYS AND MEANS:

Our attention has been called to some representations made before your committee on tariff revision by Mr. Ives, of this city, upon the question of bookmaking, and we have been requested by some of our fellow-publishers to make inquiry and find out whether it is desirable or necessary that the trade be suitably represented before the committee. So far as we are aware there is no wish on the part of well-known publishers or the public that there be any change in the rate of duty upon books. The duty is the same in both the Wilson and McKinley bills, and we had rather hoped that there might be no agitation of the question at this time.

CHARLES SCRIBNER'S SONS.

BOSTON, *January 7, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We are informed that some person or persons claiming to represent us, among other leading American publishers, appeared before your committee and made representations that it would be for the interests of the American public that the duty on books, bound and unbound, should be increased from 25 to 40 per cent. We wish to say very distinctly and emphatically that no one has had any authority to make any representation of this kind on our account. We are very largely engaged in the manufacture and publication of books, and we deem the present rate of tariff ample for any needed protection, and also for revenue from imports, and as American citizens we should strongly deprecate any advance in the tariff on books.

ESTES &amp; LAURIAT.



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SCHEDULE N.

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SUNDRIES.

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## Schedule N.—SUNDRIES.

### BRISTLES AND BRUSHES.

(Paragraph 314.)

#### STATEMENT SUBMITTED BY THE GRAND RAPIDS (MICH.) BRUSH COMPANY, ASKING HIGHER DUTY.

GRAND RAPIDS, MICH., *December 16, 1896.*

##### COMMITTEE ON WAYS AND MEANS:

The present duty on brushes is 35 per cent ad valorem; under the McKinley bill it was 40 per cent. The framers of the Wilson bill endeavored to cut it down to 15 per cent; but after urgent action on the part of the brush manufacturers it was finally raised to 35 per cent. We find that the importation of brushes has been steadily increasing, notwithstanding the 40 per cent tariff of the McKinley bill and the present 35 per cent tariff. The reason for this increase being only one, and that is because of the difference in cost of labor in foreign countries and our own.

Our foreign competitors in this branch of business are Japan, Germany, France, and England. The average cost per day at the present time for our labor in this country, on a very conservative estimate, is \$1.25; in Japan the laborers receive an average of 10 cents a day—our money; in Germany the average is probably less than 60 cents per day for free labor, and not to exceed 30 cents per day for prison labor, of which there is a large amount used in the brush industry. In France the average is about 80 cents per day, and the class of work done is better than that made in Germany, but no better than that done in Japan. The average of wages in England in the brush industry is about 90 cents per day.

The materials used in brushes are purchased by manufacturers in the United States at as low prices as in any of the countries named, except the item of bristles of the higher grades. Of this we will speak later.

More than half the product of the American factories is made from various kinds of fiber, such as tampico, palmetto, rice root, etc., which are products of this country and Mexico, and on which there is no duty.

We find that the cost of labor in the product of our factory averages about 63 per cent of the total cost. In some of the cheapest grades of goods it will run as high as 80 per cent. On this basis we find that a brush which costs us \$28.73 per gross to make has in it a labor cost of \$18.07. The same brush made in Germany would cost for labor \$7.22, leaving a difference of \$10.85 in favor of the German manufacturer, from which, of course, would be deducted a small item of freight. This



brush should sell at \$36 per gross, and the German manufacturer, without a tariff, could sell it for \$24 per gross, delivered in New York, and make as large a percentage of profit as we would make at our price. You will see by this calculation that the German manufacturer would be on about an even footing with us if he pays a duty of 40 to 45 per cent, because the bristles we use are very largely imported from Germany and Russia and on them we pay the transportation and also a specific duty of  $7\frac{1}{2}$  cents per pound. This specific duty in our branch of the business amounts to about 1 per cent of our cost. In some other branches of the industry—such as paint brushes, etc.—it amounts to 3 or  $3\frac{1}{2}$  per cent, so that if the actual difference between the cost of labor in Germany and this country would average 40 per cent, it would take about 3 per cent more to overcome the difference in the cost of bristles.

We have taken Germany for comparison because we can not hope at the present time to obtain a tariff large enough to shut out our Japanese competitors on the basis of 10 cents a day for their labor.

Japan will need special attention and some special legislation before long. I will say in passing, however, that there is no industry that the Japanese are injuring so much as the brush-making industry. It seems to be a kind of work to which they are particularly adapted and at which they are very expert, and it will take a very high wall to protect us from their encroachments.

We would refer you to the statements made by the brush manufacturers before the Ways and Means Committee during the session of the Fifty-third Congress (Mis. Doc. No. 43, paragraph 427, pp. 1073 to 1087 inclusive).

We believe that in justice to the working people employed in our industry that the tariff on brushes should be 50 per cent, and we recommend that the tariff on bristles remain as it now is in the Wilson bill, viz,  $7\frac{1}{2}$  cents per pound, specific duty. Bristles should never be put upon an ad valorem basis, because they are a commodity that would require the very best of experts to determine the value. We would find no fault if the tariff on bristles were put at 10 cents per pound if an advance to 50 per cent ad valorem was made on brushes.

We ask your kind consideration of this matter in our own behalf and in behalf of a large army of working people who are employed in the manufacture of brushes in the United States who have become expert in that and who know no other trade. It is a business of many details, requiring years of apprenticeship, and we feel that it is an industry that should be protected; and what we mean by protection is simply that we should be put on an equal footing in our markets with any others who may bring merchandise here to sell.

GRAND RAPIDS BRUSH CO.,  
J. D. M. SHIRTS,  
*Treasurer and Manager.*

### JAPANESE COMPETITION.

FLORENCE, MASS., *December 14, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We beg to state that the duty on brushes should be increased. We are confident that the facts would justify this claim. The very low prices of labor, especially in Japan, which is at the present time sending in a very large quantity of brushes to this market, render the



present duty very ineffective, and we very earnestly recommend that a duty of from 45 to 50 per cent ad valorem, and but a slight if any change in the duty on bristles, should be considered by your committee, and the duty on bristles should in no case be put on an ad valorem basis, and there should be no increase unless an increase is made in the duty on brushes.

No very aggressive work will probably be done before your committee on this subject, for the reason, very largely, that the business is not a large one; but it is very rapidly lessening under present conditions.

FLORENCE MFG. Co.,  
FRANK N. LOOK, *Treasurer*.

#### FORTY-FIVE PER CENT DUTY ASKED.

BOSTON, MASS., *December 16, 1896.*

##### COMMITTEE ON WAYS AND MEANS:

We trust that the Ways and Means Committee will decide to raise the duty on brushes, quill pencils, etc., from the present rate, 35 per cent, to at least 45 per cent ad valorem, and make no change in the duty on bristles, now 7½ cents per pound specific.

In addition to the competition from European countries, the Japanese have been for about three years, and are now, sending many brushes to this country, each year in larger quantity than the previous. We are informed that in one year over \$100,000 worth of brushes made in Japan were imported into the United States. Clearly something should be done to discourage the importation of these goods.

Brush manufacturers do not object to the duty on bristles, now 7½ cents per pound, and believe it to be ample protection to the cheap short bristles grown in this country.

JOHN L. WHITING & SON Co.  
LEW C. HILL, *Secretary*.

#### PENALTIES FOR UNDERVALUATION.

LANSINGBURG, N. Y., *December 30, 1896.*

##### COMMITTEE ON WAYS AND MEANS:

In the matter of what the rate of duty on brushes should be, we would state that it is evident to us that 50 per cent, together with severe penalties for virtual undervaluation, is necessary to enable the bulk of brushes to be made in this country. Labor is so very cheap in Europe and Japan that at a less rate and without such penalties for virtual undervaluation the United States would continue to be inundated with foreign brushes. For several years the brush business has been disastrous to the greater part of those interested.

O. D. Guinn & Sons, Whiley Bros., The Geo. Scott Co., Comeskey Bros., Curran & Barker, Powers Brothers & Co., E. & C. Wood, Flynn Bros., Diack Bros., James M. Quid & Sons, Frederick M. Hoyt & Bro., J. G. O'Bryan, jr., Wm. Van Kluck.



**CHEAP LABOR AND CHEAP SILVER.**

PHILADELPHIA, *December 15, 1896.*

**COMMITTEE ON WAYS AND MEANS:**

We find from experience that the present rate of tariff does not protect our manufacture to the extent it should. The abundance of cheap labor abroad, particularly in Japan, where the opportunities offered by cheap silver, in connection with cheap labor, are stocking our stores, to the detriment of our own manufacturers. We would respectfully ask that you increase the tariff from its present rate to 45 or 50 per cent ad valorem.

Should this advance in tariff on brushes be allowed, we would suggest that the duty on bristles remain as it is—7½ cents per pound, specific.

E. CLINTON & Co.

**IMPORTED BRUSH HEADS.**

BOSTON, MASS., *January 1, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

I wish to call your attention to the question of brushes, and particularly to brush heads imported by me from France for the purpose of inserting in folding handles which, when completed, form folding pocket toothbrushes.

On the brush heads heretofore imported I have been compelled to pay the same duty as assessed on finished manufactured goods, and my contention is that same are only partially manufactured, and consequently should only be dutiable as partially manufactured goods. The article as imported has no grip and no handle, and has no value or use except in connection with the folding handle manufactured by me. It is in every sense and every respect a "partially manufactured article."

The manufacture of these goods creates an entirely new industry, and by far the larger part, namely, the folding device and handle, is a domestic manufacture.

In view of the foregoing, it will be readily seen that the brush heads, which alone are manufactured abroad, have no use save when completed and used in connection with the folding handle of domestic manufacture.

I therefore respectfully request that in preparing the new bill which is now before your committee brush heads for folding toothbrushes be made dutiable at the same rate as "partially manufactured goods" of the material of which they are chiefly composed.

LEWIS T. FOSS.

**PEARL BUTTONS.**

(Paragraph 316.)

**STATEMENT SUBMITTED BY VARIOUS MANUFACTURERS.****COMMITTEE ON WAYS AND MEANS:**

We present herewith some facts and statistics in relation to the pearl-button manufacturing industry of the United States, as follows: Previous to the McKinley bill there were less than a dozen manufacturers



of pearl buttons in this country, and those few manufacturers were struggling along under great difficulties. The passage of the McKinley bill increased the manufacture of these goods to immense proportions. New manufactories sprang up all over the country nearly every day until the year 1892, when there were some 200 manufacturers of pearl buttons, employing some 8,000 to 10,000 hands, and over \$3,000,000 of capital invested, manufacturing a very large quantity of goods, amounting to millions of dollars a year; but when the change of administration came, with the passage of the Wilson bill the duty was reduced from  $2\frac{1}{2}$  cents a line specific and 25 per cent ad valorem to 1 cent a line specific and 15 per cent ad valorem, and manufacturers failed rapidly and dropped out one after the other, until to-day there are not more than twenty to thirty manufacturers of pearl buttons in this country, and those that are manufacturing are suffering under strong competition with foreign manufacturers, so much so that they are hardly able to get cost for the goods which they produce.

To illustrate the difficulties which we are laboring under, we submit herewith an estimate of the cost of manufacturing pearl buttons in the designated countries in Europe. This estimate is for the labor on the buttons only, and has no reference to the cost of pearl shell or material.

We take, for illustration, the principal sizes of pearl buttons which are now in use in this market, namely, the sizes running from 14 lines up to 26 lines. By a "line" we mean one-fortieth of an inch:

| Size.         | Austria.      | Saxony.         | America.      | Difference of percentage of cost of manufacture between Europe and America. |
|---------------|---------------|-----------------|---------------|-----------------------------------------------------------------------------|
|               | <i>Cents.</i> | <i>Cents.</i>   | <i>Cents.</i> | <i>Per cent.</i>                                                            |
| 14-line ..... | 6             | 7               | 27            | 416.16                                                                      |
| 16-line ..... | 6             | $7\frac{1}{2}$  | 30            | 444.44                                                                      |
| 18-line ..... | 8             | 9               | 35            | 401.17                                                                      |
| 20-line ..... | 9             | 10              | 40            | 421                                                                         |
| 22-line ..... | 10            | 11              | 45            | 428.50                                                                      |
| 24-line ..... | 12            | $12\frac{1}{2}$ | 50            | 408                                                                         |
| 26-line ..... | 13            | 14              | 55            | 407.50                                                                      |

The above figures, as stated, are simply the cost of labor of the manufacture, and at the present rate of duty on pearl buttons the American manufacturer has to sell at cost, and in some instances less than cost, when in competition with the foreign manufacture. While the American manufacturer, with all the advantages of improved machinery, can only realize cost on his goods, the importer can sell his buttons at a profit.

Now, in relation to the duty on pearl buttons, we would say that the present duty is 1 cent a line (one-fortieth of an inch), specific, and 15 per cent ad valorem on a gross of buttons. The committee representing the pearl-button industry submit that this duty is not sufficient to enable them to manufacture the pearl buttons at a profit in this country, and they would urgently ask that a specific duty of  $1\frac{1}{2}$  cents per line (one-fortieth of an inch) and 25 per cent ad valorem be levied on these goods hereafter. This would be equal to exactly half a cent a line additional specific duty and 10 per cent additional ad valorem, and would not mean a serious advance over the present duty, and would simply enable the manufacturers to compete with the foreign manufacturers.



We would add that this duty is exactly the same as the manufacturers asked for from the Ways and Means Committee at the framing of the Wilson-Gorman bill, and is a large reduction on the duty given to us in the McKinley bill.

The value of the importations of buttons during the last three years is as follows: 1894, \$378,125.50; 1895, \$998,204.82; 1896, \$1,305,786.45.

It is well known that fully two-thirds of the above importations of buttons were pearl buttons, and at the present time there are large invoices of these goods going through the New York custom-house.

We leave this matter in the hands of your committee, hoping you will grant our request, and would say that the undersigned committee will be pleased to give any further information which you may require.

NOTE.—New tariff should read: Buttons, commercially known as pearl and shell buttons, manufactured or partially manufactured, one and a half cents per line, button measure, of one fortieth of one inch per gross, and in addition thereto twenty-five per centum ad valorem.

A. W. Newell, Newell Bros. Manufacturing Company, 487 Broadway, New York; factories, Springfield, Mass.  
William H. Leland, The Pearl Button Company, 355 and 357 Broadway, New York; factory, Detroit, Mich.  
Wm. F. Gemmi, Gemmi Bros. Co., 123 and 125 North Fifth street, Philadelphia, Pa.; Gustav Soelle, Weicht, Lauber & Soelle, 1308 to 1314 Charlotte street, Philadelphia, Pa.

#### RECLASSIFICATION AND A DUTY ON PEARL DISKS NECESSARY.

PROVIDENCE, R. I., *January 6, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

In your consideration of the duty on pearl buttons, as a manufacturer of 600 gross of these buttons, I respectfully submit these facts: In 1893 there were employed in this country upward of 8,000 hands making pearl buttons from pearl shells, all of which were imported into this country, and over \$5,000,000 of capital. At this time there are but few concerns engaged in their manufacture. The Anchor Pearl Company, of which I was president, with a capital of \$300,000, employing 125 hands, has, by reason of the present duty and undervaluation and reclassification, been driven completely out of the business, and this plant has been closed down now for over eighteen months, not a button having been made by us or a hand employed. And this is the case with all those who were engaged in the manufacture of pearl buttons in 1893 and 1894. Millions of money are now tied up and thousands of pearl-button operatives are out of employment. In your consideration I wish to call your especial attention to one fact particularly. You will notice that pearl cut into blanks or round disks are now admitted at a special rate. This was obtained by German importers, by claiming before the committee that a round piece of pearl was not and could not be made use of as a pearl button; that those disks were principally used by electricians as a push button, common in their various devices. What proved to be a fact was just as the pearl-button manufacturers set forth to the committee on the tariff (Wilson bill, so called), that these importers would buy these round disks of all sizes in Europe, cut and finished like a button, with no eye holes drilled through them, and on their arrival they would



simply drill two eye holes in said disks and put them on the market as pearl buttons, thus escaping a classification and quality of a button.

Pearl buttons are classified as to size and quality. You must know there are several qualities of pearl buttons taken from a shell—super (white), fine (a shade less white), half fine (less white still), and colored or yellow and dark. Each of these commands its price in buttons according to its whiteness. In classifying these buttons the present method is open to great injustice to this country. Buttons, if wholly completed and imported as buttons, are classified by the price in Europe and invoiced accordingly, and on their arrival and clearance they are reassorted and placed on our market in accordance with their true qualities; and by this trick of the trade our Government is defrauded of large sums of money every year and the trade of this country retained by the importer as against an honest manufacturer in this country. To obviate these tricks and devices of importers of pearl buttons, I would suggest that a specific duty be named on all shades of pearl buttons in accordance with the line or size of said buttons, and on round disks cut from pearl shell a specific duty in accordance with their size, same as pearl buttons.

The experience of about two years has convinced the manufacturer of pearl buttons in this country that the goods can be made here and sold to the consumer at greatly reduced prices over the prices of 1892, and be the means of saving millions of money now paid to foreign labor. We can do it if you will fairly protect this important line of industry.

GEO. W. PRENTICE,  
*President Anchor Pearl Company.*

#### SPECIFIC DUTIES APPLIED.

DETROIT, MICH., *January 8, 1897.*

DEAR SIR: If the committee is disposed to make a straight specific duty on pearl buttons, I would suggest that the minimum be fixed at 2 cents per line, which is about equivalent to  $1\frac{1}{2}$  cents per line and 25 per cent ad valorem. I give an illustration of how this would be applied:

A 16-line button (cut abroad as 15-line and so entered at custom-house), if valued at 50 cents per gross, duty at  $1\frac{1}{2}$  cents per line on 15-line,  $22\frac{1}{2}$  cents and 25 per cent ad valorem,  $12\frac{1}{2}$  cents, equals 35 cents per gross; duty at 2 cents per line on 15-line would be 30 cents per gross. If valued at 20 cents per gross, duty at  $1\frac{1}{2}$  cents per line on 15-line,  $22\frac{1}{2}$  cents, and 25 per cent ad valorem, 5 cents, equals  $27\frac{1}{2}$  cents per gross; duty at 2 cents per line on 15-line would be 30 cents per gross.

Twenty-four-line button (cut abroad as 23-line and so entered at custom-house), if valued at 70 cents per gross, duty at  $1\frac{1}{2}$  cents per line on 23-line,  $34\frac{1}{2}$  cents, and 25 per cent ad valorem,  $17\frac{1}{2}$  cents, equals 52 cents per gross; duty at 2 cents per line on 23-line would be 46 cents per gross. If valued at 30 cents per gross, duty at  $1\frac{1}{2}$  cents per line on 23-line,  $34\frac{1}{2}$  cents, and 25 per cent ad valorem,  $7\frac{1}{2}$  cents, equals 42 cents per gross; duty at 2 cents per line on 23-line would be 46 cents per gross.

You will see from this the higher grades are protected less in proportion to values than the lower grades by the specific duty of 2 cents, but all things considered, I think it would be more satisfactory to the trade if the duty was placed on a specific basis.



In 1892 and 1893 our company had as high as 800 people employed; to-day we are practically at a standstill. We desire only duty enough to equalize the difference in labor here and abroad.

FRANK T. RYAN,  
*Of the Standard Pearl Button Company.*

### MACHINERY LYING IDLE.

DETROIT, MICH., *December 30, 1896.*

DEAR SIR: The Standard Company, of this city, is a good illustration of the effect of the Wilson bill. The McKinley protection bill fostered it to the extent of employing 700 hands in two or more years from the start; now it is doing very little. All over the country manufacturers are doing little or nothing, and nine-tenths of the consumption supply comes from abroad, and under the present schedule great abuses are practiced which nothing this side can withstand. The writer, with his brother, expended much money in new designs of pearl-working machinery under encouragement afforded by the McKinley law, and if there is not a change in our favor it is no encouragement to start such machinery in operation, and the investment must prove a loss. I would not undertake to go into detail here, but this business in America is in its infancy and has been knocked out in one blow, and I could not forbear calling your attention to it as it wants reinstating with the rest.

There are about twenty firms in this country besides what is done in State prisons, which of itself is enough competition under our American system of living.

S. B. WARREN.

### VEGETABLE-IVORY BUTTONS.

(Paragraph 317.)

#### STATEMENT OF MR. J. RICHARD SMITH, REPRESENTING THE WATERBURY BUTTON COMPANY.

MONDAY, *January 11, 1897.*

Mr. SMITH said: I have a statement which I will submit. We refer to the statistics between 1880 and 1890, and as you have the reference to those yourself, I will not call them off. Then we would call attention to the difference in labor between Austria and America. The Austrian laborer receives four and a half times less than the American laborer, and to prove this we have Mr. Adolph Weicht here who established a manufactory in this country and had quite a success for a number of years, but he has become so discouraged at the present time that he threatens to take his machinery back to Europe.

The CHAIRMAN. Does your written statement contain detailed facts of the cost of production here and abroad?

Mr. SMITH. We have not made a detailed statement for the reason of trade purposes.

The CHAIRMAN. That is a most important fact. Give us all the items of the cost of the product here, and all the items of the cost of the product abroad.

Mr. SMITH. With your permission, I will file a statement of that fact



hereafter. I would like now to have Mr. Weicht appear before the committee for just one moment.

Mr. HOPKINS. I desire to ask you a question before you retire. How did these companies succeed under the law of 1890?

Mr. SMITH. We were very prosperous, our own concern, the Waterbury Button Company, and at one time doubled the extent of the building and put machinery in to fill that building and almost doubled the number of hands.

Mr. HOPKINS. Do you claim this product has been interfered with by importations under the present law?

Mr. SMITH. I do most assuredly.

Mr. HOPKINS. Do you not know the importations have been much less under the present law than under the previous law?

Mr. SMITH. I know that the statistics show they are very much less in dollars.

Mr. TURNER. Well, in quantities, too, sir.

Mr. RUSSELL. Have you had any trouble with undervaluations?

Mr. SMITH. There is considerable trouble in undervaluations, but we have set it forth in the paper.

Mr. RUSSELL. Have you suggested any specific rates of duty instead of ad valorem?

Mr. SMITH. Yes, sir; we suggest a duty of 1 cent per line, button measure of one-fortieth of 1 inch per gross and 25 per cent ad valorem.

Mr. TURNER. That is the specific duty you propose to substitute for the present law?

Mr. SMITH. Yes, sir.

Mr. TURNER. It was not a specific duty under the McKinley Act?

Mr. SMITH. No, sir; we have never been blessed with a specific duty.

Mr. TURNER. Why was it not adopted then? That law was the fruition of all the protective policies of the past.

Mr. SMITH. The committee can best answer that question.

The CHAIRMAN. It was not done for the reason that with such a variety of goods it was impossible to make one specific duty on them.

Mr. SMITH. We have endeavored, Mr. Chairman, to divorce the vegetable ivory button from other buttons in our paper and see if they could not in some way be made specific.

Mr. PAYNE. Do you state the specific rates?

Mr. SMITH. Yes, sir.

Mr. PAYNE. Could it be made specific without making brackets? You have very expensive buttons which may be very ornamental and you have cheap buttons. Now, can you make one round specific for goods varying in value unless you put in brackets?

Mr. SMITH. It would be harder to make it specific unless you classify them in lines. That might be possible.

Mr. HOPKINS. Have you worked out a schedule of that kind which you can submit to the committee?

Mr. SMITH. We have in mind that which might be submitted to the committee.

Mr. HOPKINS. So it can be submitted to the committee?

Mr. SMITH. Yes, sir.

The CHAIRMAN. Any plans you have can be submitted to the committee. There was an effort made in 1890 to secure some scientific plan for a specific duty.

Mr. SMITH. Yes, sir.

The CHAIRMAN. And it was found impracticable. And if you have discovered any plan please let the committee have the benefit of it.



Mr. SMITH. All right, and I thank you, sir.

Mr. Smith then submitted the following memorial:

The undersigned, a committee from the vegetable-ivory button manufacturers, who associated themselves together simply to strengthen their purpose of presenting their claims on the tariff question, and are in no other way connected, would make the following statement:

This industry, which previous to 1883 was of no mean proportions, seems to have suffered from the effects of the tariff changes more than almost any other. We dislike to take up your valuable time with statistics, as the facts can be easily ascertained from the census of 1880 as compared with the census of 1890.

Owing to the difficulty of appraisement of foreign goods, it is the universal opinion of the manufacturers to petition for a specific duty.

We therefore pray your committee that paragraph 317, Schedule N, of the present tariff act be amended so as to read as follows:

Buttons of ivory, vegetable ivory, or horn, wholly or partially manufactured, one cent per line, button measure of one-fortieth of one inch per gross, and in addition thereto twenty-five per centum ad valorem.

In support of this, we would call attention to the fact that from 75 to 85 per cent of the cost of manufacture of vegetable ivory buttons is the item of labor. The price of ivory nuts is the same in this country as in Europe.

Starting, therefore, with the statement that the item of labor is 75 to 85 per cent, we would set forth some facts as to the comparison of the cost of our labor with other countries, and in doing so we do not take the lowest, which we would find in Italy, but take for our example the labor of Austria.

*Cost of labor in Austria and America.*

|                                    | Cost of<br>labor in<br>Austria (11<br>hours per<br>day). | Cost of<br>labor in<br>America (10<br>hours per<br>day). | Percentage<br>of increase<br>of cost in<br>America. |
|------------------------------------|----------------------------------------------------------|----------------------------------------------------------|-----------------------------------------------------|
| Sawyers and turners.....per week.. | \$2. 80                                                  | \$12. 60                                                 | 466                                                 |
| Drillers.....do.....               | 1. 60                                                    | 5. 50                                                    | 381                                                 |
| Carders.....per gross..            | .00½                                                     | .02½                                                     | 500                                                 |
| Head dyer.....per week..           | 6. 50                                                    | 16. 50                                                   | 282                                                 |
| Foreman.....per year..             | 400. 00                                                  | 1, 250. 00                                               | 347                                                 |
| Girls.....per week..               | . 80                                                     | 3. 50                                                    | 486                                                 |
| Boys.....do.....                   | 1. 20                                                    | 6. 00                                                    | 555                                                 |
| Tool makers.....do.....            | 3. 40                                                    | 15. 00                                                   | 463                                                 |
| Average net percentage.....        |                                                          |                                                          | 450                                                 |

This information is given by Mr. Adolph Weicht, of Weicht, Lauber & Soelle, Philadelphia. Mr. Weicht is a native of Austria, learned his trade there, and came to this country several years ago. He was quite successful in manufacturing during the years 1890, etc., and at the present time is discouraged and threatens taking his machinery back where he can employ the cheap labor quoted as above.

We therefore ask that in the contemplated change in tariff the duty be made so as to equalize the labor between the two countries. We believe a great injury to our industry is on account of fictitious values. We are led to believe that importers invoice these goods to themselves or their agents in New York and other ports of entry, at prices below their actual selling value in the countries in which they are made. We do not think an ad valorem duty can possibly be properly enforced, but



with a button measure in the hands of appraisers, there can be no undervaluations.

We therefore pray that, in view of the facts set forth, your honorable committee give our industry the protection necessary, that we may compete with foreign-made goods without reducing the labor cost of our goods, and that, we believe, should be 1 cent per line, and in addition thereto 25 per centum ad valorem.

In view of all the facts stated, your committee will ask, "How have the American manufacturers lived at all?" Only a few of them have lived. Previous to 1883 there were at least thirty-two manufacturers of vegetable-ivory buttons in the United States. To-day there are but eight in existence.

Appealing to your judgment, with these facts before you, we pray for protection on American labor as stated, and that the duty be made on vegetable-ivory buttons as outlined herewith:

Buttons of ivory, vegetable ivory, or horn, wholly or partially manufactured, 1 cent per line, button measure of one-fortieth of 1 inch per gross, and in addition thereto 25 per centum ad valorem.

J. R. SMITH,

*President of Waterbury Button Company, Waterbury, Conn.*

WM. H. CHAPMAN,

*President of Williston & Knight Company,  
540 Broadway, New York; Factory, Easthampton, Mass.*

H. K. ELSTON,

*Treasurer of M. B. Shantz Company, Rochester, N. Y.*

#### ADDITIONAL STATEMENT FILED BY THE MANUFACTURERS OF VEGETABLE-IVORY BUTTONS.

Agreeable to request we hand you some comparisons as to the cost of vegetable-ivory buttons between this country and Austria.

The button used is a 24-line black vest button, and figures are on 1 gross of 144 buttons.

##### *Cost in America.*

Size, 24-line:

|                     |           |
|---------------------|-----------|
| Raw material.....   | \$0. 0637 |
| Other material..... | . 0350    |
| Labor .....         | . 2725    |

Net cost of button, without profit or factory expense..... .3712

##### *Cost in Austria.*

Size, 24-line:

|                     |           |
|---------------------|-----------|
| Raw material.....   | \$0. 0637 |
| Other material..... | . 02      |
| Labor .....         | . 0625    |

Net cost of button in Austria..... .1462

If this button was made to pay 1 cent per line and 25 per cent ad valorem, it could be landed in this country for 42.27 cents. Our button costs us without profit or factory expense 37.12 cents; with a profit and factory expense combined of 15 per cent, our button would cost 42.68 cents. You will say we have not added a profit to the foreign button, and this is a point we wish to make.



The foreigner can invoice his button at 14.62 cents per gross, and even with an ad valorem duty of 75 per cent could land his button in New York for 25.58 cents, and then be under our cost price 11.54 cents per gross. In this way they bring in great quantities of job lots, or buttons that are a little out of season, and displace just so many goods that ought to be made here.

Below we would hand you some comparisons showing what percentage the proposed duty of 1 cent per line and 25 per cent ad valorem would be, and accompany them with exhibits that you may better judge of the class of goods.

Exhibit A is one of the cheapest lines imported, and consequently shows the highest percentage of proposed duty.

*Table showing comparisons of what percentage the proposed duty of 1 cent per line and 25 per cent ad valorem would be.*

## EXHIBIT A.

| Size.         | Price in Bremen. | Price in New York, present duty. | Price had duty been 1 cent and 25 per cent. | Percentage of proposed duty. |
|---------------|------------------|----------------------------------|---------------------------------------------|------------------------------|
|               |                  |                                  |                                             | <i>Per cent.</i>             |
| 24-line ..... | \$0.1777         | \$0.24                           | \$0.4621                                    | 160                          |
| 30-line ..... | .2814            | .38                              | .6517                                       | 131                          |
| 32-line ..... | .3185            | .43                              | .7181                                       | 125                          |
| 34-line ..... | .3777            | .51                              | .8121                                       | 115                          |
| 38-line ..... | .4555            | .6150                            | .9493                                       | 108                          |
| 40-line ..... | .5111            | .69                              | 1.0388                                      | 103                          |
| 44-line ..... | .7629            | 1.03                             | 1.3936                                      | 82                           |
| 48-line ..... | .8962            | 1.21                             | 1.6002                                      | 78                           |
| Average ..... |                  |                                  |                                             | 112                          |

## EXHIBIT B.

|               |          |        |          |     |
|---------------|----------|--------|----------|-----|
| 24-line ..... | \$0.3185 | \$0.43 | \$0.6381 | 100 |
| 30-line ..... | .4592    | .62    | .8740    | 90  |
| Average ..... |          |        |          | 95  |

## EXHIBIT C.

|               |        |        |        |    |
|---------------|--------|--------|--------|----|
| 24-line ..... | \$0.40 | \$0.54 | \$0.74 | 85 |
| 30-line ..... | .5333  | .72    | .9666  | 81 |
| Average ..... |        |        |        | 83 |

## EXHIBIT D.

|               |          |        |          |    |
|---------------|----------|--------|----------|----|
| 24-line ..... | \$0.4666 | \$0.63 | \$0.8232 | 76 |
| 30-line ..... | .6222    | .84    | 1.0777   | 73 |
| Average ..... |          |        |          | 74 |

## EXHIBIT E.

|               |          |        |          |    |
|---------------|----------|--------|----------|----|
| 24-line ..... | \$0.5926 | \$0.80 | \$0.9826 | 65 |
| 30-line ..... | .7407    | 1.00   | 1.2258   | 52 |
| Average ..... |          |        |          | 58 |



Table showing comparisons of what percentage the proposed duty of 1 cent per line and 25 per cent ad valorem would be—Continued.

## EXHIBIT F.

| Size.         | Price in Bremen. | Price in New York, present duty. | Price had duty been 1 cent and 25 per cent. | Percentage of proposed duty. |
|---------------|------------------|----------------------------------|---------------------------------------------|------------------------------|
|               |                  |                                  |                                             | <i>Per cent.</i>             |
| 24-line ..... | \$0.50           | \$0.675                          | \$0.8650                                    | 73                           |
| 40-line ..... | 1.1481           | 1.55                             | 1.8351                                      | 59                           |
| 45-line ..... | 1.6666           | 2.25                             | 2.5250                                      | 52                           |
| 55-line ..... | 2.0370           | 2.75                             | 3.0962                                      | 52                           |
| Average ..... |                  |                                  |                                             | 59                           |

## EXHIBIT G.

|               |          |        |          |    |
|---------------|----------|--------|----------|----|
| 24-line ..... | \$0.3737 | \$0.50 | \$0.7071 | 89 |
| 40-line ..... | 1.0740   | 1.45   | 1.7425   | 62 |
| 45-line ..... | 1.4814   | 2.00   | 2.3017   | 55 |
| 50-line ..... | 1.8518   | 2.50   | 2.8147   | 52 |
| Average ..... |          |        |          | 64 |

## EXHIBIT H.

|               |          |        |          |    |
|---------------|----------|--------|----------|----|
| 20-line ..... | \$0.6814 | \$0.92 | \$1.0517 | 54 |
| 26-line ..... | .9251    | 1.25   | 1.4164   | 53 |
| 45-line ..... | 2.0370   | 2.75   | 2.9960   | 47 |
| 50-line ..... | 2.9629   | 4.50   | 4.2036   | 42 |
| Average ..... |          |        |          | 49 |

## EXHIBIT I.

|               |          |        |          |    |
|---------------|----------|--------|----------|----|
| 20-line ..... | \$0.5555 | \$0.75 | \$0.8943 | 61 |
| 26-line ..... | .7474    | 1.00   | 1.1942   | 59 |
| 45-line ..... | 1.8518   | 2.50   | 2.7647   | 49 |
| 50-line ..... | 2.5925   | 3.50   | 3.7406   | 44 |
| Average ..... |          |        |          | 52 |

## EXHIBIT J.

|               |          |        |          |    |
|---------------|----------|--------|----------|----|
| 24-line ..... | \$0.4814 | \$0.65 | \$0.8417 | 75 |
| 32-line ..... | .8148    | 1.10   | 1.3385   | 64 |
| 40-line ..... | 1.1851   | 1.60   | 1.8814   | 59 |
| 45-line ..... | 1.3703   | 1.85   | 2.1629   | 58 |
| Average ..... |          |        |          | 64 |

## EXHIBIT K.

|               |          |        |          |    |
|---------------|----------|--------|----------|----|
| 24-line ..... | \$0.9737 | \$1.31 | \$1.4571 | 49 |
| 30-line ..... | 1.2222   | 1.65   | 1.8277   | 49 |
| 32-line ..... | 1.30     | 1.76   | 1.9450   | 49 |
| 36-line ..... | 1.866    | 2.52   | 2.692    | 44 |
| 40-line ..... | 2.777    | 3.75   | 3.871    | 39 |
| 45-line ..... | 3.74     | 4.75   | 5.12     | 37 |
| 50-line ..... | 4.074    | 5.50   | 5.592    | 37 |
| Average ..... |          |        |          | 46 |

We have herewith exhibited eleven classes of goods, and the average per cent of duty, including the whole lot, would be, should the duty be made 1 cent per line and 25 per cent ad valorem, 68 per cent. This,



we feel, would afford protection to our industry, and would build up a trade that has been languishing for years. It would not be a tax upon any class of consumers, and we trust your honorable committee will see your way clear to grant our petition.

J. R. SMITH,

*Waterbury Conn., President of Waterbury Button Co.*

WM. H. CHAPMAN,

*540 Broadway, New York, President of Williston & Knight Co.*

H. K. ELSTON,

*Rochester, N. Y., Treasurer of M. B. Shantz Co.*

### STATEMENT SUBMITTED BY THE NEWELL MANUFACTURING COMPANY, OF SPRINGFIELD, MASS.

SPRINGFIELD, MASS., *January 11, 1897.*

DEAR SIR: We would like to call your attention to the fact, as presented by the button committee to the Ways and Means Committee, that 75 to 85 per cent of the cost of manufacturing vegetable ivory buttons is labor. You can certainly rely upon this as being correct—that is, not overstated.

In the comparative cost of labor the button committee has put American labor too low—that is, judged by what we pay ourselves. We herewith give you just what we are paying now on a few items, and by comparing the American list with these figures, which we give you, you will see that we are paying a good deal more than they represented: Turners, \$12 per week; sawyers, \$14 per week; carders, 3 cents per gross; head dyer, \$30 per week; girls, \$6 per week. You will notice a great difference between the cost of our head dyer and that that the button committee presented. The committee gave this as \$16.50 per week; our dyer costs us \$30 per week.

We presume the committee estimated on the cost of a plain color-button dyer, while we employ a dyer qualified to color buttons suitable for tailors' use, namely, mixed and mottled colors; also design mottles, which is quite an art. The finer the grade of buttons the more difficult it is for us to compete, as labor enters more largely into the cost of manufacture.

The duty has never been large enough to give American manufacturers the protection they need to compete with foreign manufacturers. The McKinley bill gave us 50 per cent ad valorem, but it was not enough to give us a fair share of the business.

The specific duty is absolutely necessary, as it is almost impossible to appraise buttons correctly, on account of the great variety of patterns and sizes in different styles of designs and ornamentation.

NEWELL BROS. MFG. CO.

### PROTECTION OR REMOVAL TO GERMANY.

ROCHESTER, N. Y., *January 22, 1897.*

DEAR SIR: We ask for 1 cent per line per gross, and in addition thereto 25 per cent ad valorem on buttons. A line is one-fortieth of an inch. A vest button is 24-line, or twenty-four-fortieths of an inch. Our request is fair and just.



There is no other industry that proportionately to everything else pays so much wages and employs so much labor, and therefore benefits the public generally as much as ours; and simply because 75 to 85 per cent of the cost of our product is in labor in this country.

We have here facilities for making about 2,500 gross of buttons per day, and have one of the largest factories in this country or any other. We can hardly estimate the loss in wages alone by our own company during the past two or three years, but at a fair estimate it would be from \$200,000 to \$400,000 in our own particular case. That means loss to America (to go to Europe) and loss to Rochester.

Our industry may not be as large as coal, iron, wool, cotton, etc., but in proportion it is just as important to those interested, and we can not understand why it should not have adequate protection, especially against foreign labor. What few factories are left have really only been kept alive by drawing on bank accounts, and to have fair protection means much to this city. In our proposition, if we get fair protection we can supply America, at the same time will not keep out foreign competition, and we do not ask that, and what we ask is not prohibited in any sense whatever. It may be said to have 1 cent and 25 per cent ad valorem would put a tariff on the masses. That would not be true in any sense, because the cheap grades are mostly composition. And the result will be, if we do not get fair protection, we shall have to do as we came very nearly doing—send our machinery to Germany. But we believe in the present Administration and Representatives, and that they are Americans and will do what is right, and that is all we ask.

One thing more. While we feel that we can only be fairly protected by our original request, if the committee finally decide not to use any ad valorem, then we must have, and nothing less will satisfy us or give us protection,  $\frac{1}{2}$  cent per line up to and including 20-line, 1 cent per line up to and including 36-line, and  $1\frac{1}{8}$  cents per line up to and including 55-line. This would only protect American labor against foreign labor.

H. K. ELSTON,  
*Of M. B. Shantz Co.*

## METAL AND GLASS BUTTONS.

(Paragraphs 177 and 317.)

### STATEMENT OF MR. RUDOLPH LIEBMANN, OF NEW YORK CITY.

MONDAY, *January 11, 1897.*

Mr. LIEBMANN said: Mr. Chairman and gentlemen, if you will allow me a few minutes I should like to give you an outline of what we desire. What we claim particularly is that in our line of goods it is utterly impossible to determine the value, because there are thousands of different styles made that seem to be similar, and are so much different in price, and therefore an ad valorem duty is impractical, and we would like to have a specific duty upon all fancy buttons of all kinds.

Mr. DOLLIVER. If there are so many thousands of varieties, how can you make it specific?

Mr. LIEBMANN. Our line of goods is a luxury; they are not worn——

Mr. HOPKINS. That does not meet the proposition.



Mr. LEIBMANN. I think it can be done by having all buttons pay a certain price, a specific duty, and add an ad valorem duty to the higher-priced goods.

The CHAIRMAN. That is, by putting brackets in?

Mr. LEIBMANN. Yes, sir.

Mr. PAYNE. Do you suggest any such schedule in your paper?

Mr. LEIBMANN. Yes, sir; we do—not in the paper, but this is an afterthought, and we thought it would be better to have it that way in order to equalize——

Mr. PAYNE. You have not worked it out?

Mr. LEIBMANN. We have not, but we are willing to.

The CHAIRMAN. Will you make a part of the statement your plan for a specific duty?

Mr. LEIBMANN. I will do so. I wish to state that the manufacturers were anxious to have the support of the importers and not to have any fight about this matter. We saw the largest importing house in New York, and if you wish I will read their statement, which is very short.

The CHAIRMAN. Can it not be filed?

Mr. LEIBMANN. Yes.

The CHAIRMAN. We prefer to have it printed before us.

Mr. LEIBMANN. It is printed.

The CHAIRMAN. Then file it with your statement.

Mr. LEIBMANN. I wish to further say that in the button forms all manufacturers are perfectly satisfied with that to leave it as it is. The button forms have been imported for twenty-odd years at 10 per cent duty, and——

Mr. HOPKINS. You are in favor of leaving the duty on button forms as it is under the present law?

Mr. LIEBMANN. On button forms, and also on silk and worsted buttons the duty is perfectly satisfactory.

Mr. HOPKINS. Where do you want a change in the duty on buttons?

Mr. LIEBMANN. On fancy metal buttons, glass buttons, and ivory buttons, and such things.

Mr. HOPKINS. What change do you suggest?

Mr. LIEBMANN. We suggest a specific duty of 1 cent per line and 20 per cent ad valorem.

Mr. DOLLIVER. Of what are the metal buttons made?

Mr. LIEBMANN. Brass, nickel, silver, aluminum, iron, and all kinds of metal.

Mr. DOLLIVER. Will that bring you into collision with any people manufacturing jewelry.

Mr. LEIBMANN. If not especially enumerated it might. Our duty on metal buttons has been under the metal schedule. We have been getting the same duty as all kinds of manufactures of metal and glass, the same as glass manufactures.

Mr. DALZELL. It is 35 per cent on metal?

Mr. LEIBMANN. Thirty-five per cent.

The CHAIRMAN. It was 45 under the act of 1890?

Mr. LEIBMANN. Under the act of 1890 it was 45 on metal and 60 on glass.

Mr. DOLLIVER. How about ornamental sleeve buttons?

Mr. LEIBMANN. No, sir; those are jewelry and come under jewelry. The duty on metal and glass buttons has never been collected under this tariff, because it is impossible. I think they have imported five times as much as was collected. We know that to be a fact. You can not tell on buttons coming to the custom-house whether they are worth 25 cents or \$25 a gross.



Mr. TURNER. Will you get more when it is a compound duty?

Mr. LEIBMANN. We are sure 1 cent a line is collected, and we are not sure of the other.

Mr. TURNER. Had you not better adopt that method which is sure?

Mr. LEIBMANN. I am perfectly willing if the committee sees fit to have one specific duty and another ad valorem. I am satisfied because I know we can calculate on something and we can not calculate the other way.

Mr. HOPKINS. If that is made simply equivalent to the ad valorem that will be sufficient?

Mr. LEIBMANN. If it is made according to the act of 1890 it is, but not under this tariff.

Mr. HOPKINS. I thought your friend stated there were undervaluations?

Mr. LEIBMANN. Yes.

Mr. HOPKINS. There can not be undervaluations under a specific duty?

Mr. LEIBMANN. There can not.

Mr. HOPKINS. Why do you want an increase of the duty?

Mr. LEIBMANN. We do not want an increase. We do not claim an increase on the former duty of 1890, but we do on the present duty. There is a little difference, only about 10 or 15 per cent, and still that little difference we would like to have back again. Now, on glass buttons we can not possibly compete. Formerly, in 1890, the committee saw fit to make it 60 per cent, which was a very fair duty, and now it is 35, which does not protect us at all.

Mr. TURNER. What is the class of buttons in which you deal?

Mr. LEIBMANN. We deal in covered buttons, metal buttons, and glass buttons.

Mr. TURNER. What are they worth to the trade?

Mr. LEIBMANN. They are worth anywhere from 20 cents to \$50 or \$100 a gross.

Mr. TURNER. Your products range from 20 cents a gross to \$50 a gross?

Mr. LEIBMANN. Our particular product up to perhaps \$25 or \$30. We do not make the very highest-priced goods.

Mr. TURNER. Now, if there is any beneficence in this system of a specific duty you advocate, why not overlay the whole schedules with that sort of thing? Why is it one is effective and the other is not?

Mr. LEIBMANN. I think they are all effective. I think every manufacturer will agree with me in saying that a specific duty is the only just duty in every line.

Mr. TURNER. Why do you provide a specific duty?

Mr. LEIBMANN. Simply to see that a certain duty is collected. With an ad valorem duty we do not know whether they collect 35, 25 per cent, or nothing.

Mr. TURNER. The specific duty remains stationary although the price of goods may fall?

Mr. LEIBMANN. Yes.

Mr. TURNER. If a certain specific duty is fixed when the price is one thing on the other side, and that price should rise 200 or 300 per cent, the specific duty would not work well then, would it?

Mr. LEIBMANN. I think it would work just as well. I think the average will come out just about the same.

Mr. TURNER. Suppose the price abroad falls 50 or 75 per cent, your specific duty would remain the same and the importer or consumer would have to pay the same increment to the tariff as if there had been no change of conditions at all?



Mr. LEIBMANN. That is very true.

Mr. TURNER. Is not that the real reason you prefer it?

Mr. LEIBMANN. No, sir; the reason we prefer it is, we are assured of a cent duty, and the other way we are not. We can not tell. We do not know what to meet. We can not meet our competition that way because we do not know on what to base our calculations, and that is the only reason.

Mr. TURNER. How large is your business; have you a large establishment?

Mr. LEIBMANN. Yes.

Mr. TURNER. Where is it located?

Mr. LEIBMANN. In the city of New York, and in 1890 we employed about 700 employees.

Mr. TURNER. Have you been operating during the last few years?

Mr. LEIBMANN. The last few years have been very disastrous, partly because we could not compete and partly on account of the business depression, which, however, had little to do with it.

Mr. TURNER. You think the business depression had only a little influence in the matter?

Mr. LEIBMANN. It had considerable influence, of course.

Mr. TURNER. Would you have been able to flourish in this industry under the McKinley duty?

Mr. LEIBMANN. I would not say we would have flourished, but we would have done better.

Mr. TURNER. Do you want to put prices up on your goods to the people of this country?

Mr. LEIBMANN. We do not want to put our prices up; no, sir.

Mr. TURNER. Do you expect to keep your prices the same if you are successful in getting the rates you propose?

Mr. LEIBMANN. If we are successful in getting the rate we simply want to go to work and get the very low-priced goods we are making in which we can not compete under the present circumstances of the trade——

Mr. TURNER. What do you mean by low-priced goods?

Mr. LEIBMANN. Goods anyway from 25 to 75 cents a gross.

Mr. TURNER. Those are the buttons which the plain people of the country use.

Mr. LEIBMANN. They are fancy buttons.

Mr. TURNER. They could not be very fancy at 25 cents a gross.

Mr. LEIBMANN. They are; you would be surprised to see how fancy they are. They are so fancy we are losing money on them.

Mr. TURNER. That is, the price is too high now and should be changed?

Mr. LEIBMANN. The price is too low. Our working people are making the money, and we are losing it.

Mr. TURNER. Then the consumer has been faring pretty well.

Mr. LEIBMANN. I think so.

Mr. TURNER. And the man who sympathizes with the consumer would not sympathize much with you, would he?

Mr. LEIBMANN. No; the only man who sympathizes with me is myself.

Mr. Leibmann then submitted the following statement:

#### METAL BUTTONS.

What are commercially known as metal buttons are made of brass, steel, aluminum, and zinc. These metals are stamped, polished, enameled, and painted in all colors, as well as plated in gold, silver, nickel, etc.



A great many materials, such as celluloid, rhinestones, pearl, and other goods are combined with above metals, and all of the above are called fancy metal buttons. Metal buttons are a very important branch of the button industry of this country.

The principal factories are located in the States of New Jersey, Connecticut, New York, and Rhode Island. It is estimated that they employ about 2,000 to 3,000 persons, of which one-fifth are males and four-fifths females. Girls earn on an average between \$5 and \$9 per week, and boys or men from \$6 to \$40 per week.

The peculiarity of this manufacture is that a great many skilled workmen are needed, such as machinists, tool makers, diesinkers, etc., who command very large wages. As labor constitutes by far the largest proportion of the cost of this article, and as these goods are now largely imported from France, Germany, and Austria, where labor is paid about one-fourth of ours, it is important that we should have adequate protection against cheap labor.

Metal buttons are, with but few exceptions, used as ornaments and for trimming purposes, and can truly be called an article of luxury.

We do not claim that we are a baby industry, although young in comparison with European manufacturers. We are not in favor of an unnecessarily high protection. All we ask is a fair duty, giving us a chance to compete with the manufacturers of Europe, in order to enable us to employ American workmen at American wages, and at the same time keep our mills running, where our capital is invested in valuable machinery.

The present tariff places 35 per cent ad valorem on metal buttons. Under the tariff law of 1890 metal buttons paid a duty of 45 per cent ad valorem, and, while we admit this was a fair duty, we contend that it did not protect, for the following reasons, viz:

Metal buttons are imported in thousands of varieties, styles, and patterns, and for this reason it is impossible for the greatest expert of buttons to appraise the correct value of a fancy metal button, and therefore an ad valorem duty is, to say the least, impracticable.

For instance, a pattern of button might be produced in France and sold at \$5 per gross, the exact same pattern made in Germany at \$3 per gross, and in Austria at \$2 per gross. Now, how can an appraiser of the custom-house be supposed to collect the correct duty? How can an honest importer compete with a dishonest importer?

For the above reasons we would suggest a specific as well as a small ad valorem duty on metal buttons which can honestly be collected and will be satisfactory to honest importers as well as manufacturers.

Should your committee, however, be able to devise means by which a specific duty could alone be levied, we would like it still better. We annex draft of a paragraph which in our opinion would cover this matter:

Buttons composed of brass, copper, nickel, zinc, tin, pewter, lead, steel, gold, silver, aluminum; buttons composed in part of any of these materials, or combined with glass, horn, ivory, rubber, celluloid, or any other material, one cent per line, button measure of one-fortieth of one inch per gross, and in addition thereto twenty-five per cent ad valorem.

#### GLASS BUTTONS.

Previous to the year 1890 but few factories making glass buttons were established in this country, for the reason that the duty, which was then 25 per cent ad valorem, did not sufficiently protect them against the European goods.



Only few buttons of the finer grades were manufactured here, and these could only be sold wherever the imported article was scarce in the market.

The tariff of 1890 raised the duty to 60 per cent ad valorem, and a great impetus was thus given to this industry. Several large plants were established, and the business began to get under way, and gave promise of large proportions.

The tariff enacted in 1894 reduced the duty on this article to 35 per cent ad valorem, and again the manufacturers were unable to compete with foreign goods. Most of the factories are now closed, or hardly working, and the machinery and tools but recently bought are idle.

It is universally known among merchants who deal in buttons that glass buttons can be produced lower in Bohemia than anywhere in the world, for the reason that wages there are one-quarter those paid here for similar work; and as labor constitutes almost 90 per cent of the cost of production, it is easily seen that this article needs some protection.

Owing to the great variety of styles and qualities of glass buttons it is an impossibility to honestly collect an ad valorem duty, and undervaluations can be practiced without detection, as no expert of buttons or appraiser can possibly decide market values in this line of goods.

Therefore, we feel safe in asserting that should your honorable committee decide to put a specific duty on glass buttons, with a small ad valorem duty added, this industry could be made a large and permanent one in this country, and would employ thousands of people. We would respectfully suggest the following paragraph:

Buttons composed of glass, one cent per line, button measure of one-fortieth of one inch per gross, and in addition thereto twenty-five per cent ad valorem.

RUDOLPH LIEBMANN,

*Representing the Waterbury and City Button Works and others.*

#### **SCHEDULE AND RATES RECOMMENDED BY THE WATERBURY (CONN.), BUTTON COMPANY.**

We had the honor to appear before your committee on January 11 in behalf of the metal and glass button manufacturers of the United States, and handed you some statements. You then gave us permission to supplement the same with our views of a just specific as compared with an ad valorem duty.

On metal buttons we propose as follows:

*Metal buttons.*—Buttons composed of brass, copper, nickel, zinc, tin, pewter, lead, steel, gold, silver, aluminum; buttons composed in part of any of these materials or combined with glass, horn, rubber, celluloid, or any other material except what are commercially known as "pants buttons;" all sizes up to 18-line, inclusive, one cent per line, button measure of one-fortieth of one inch per gross; all sizes above 18-line and up to 30-line, inclusive, one and one-quarter cents per line, button measure of one-fortieth of one inch per gross; all sizes above 30-line and up to 45-line, inclusive, one and one-half cents per line, button measure of one-fortieth of one inch per gross; all sizes larger than 45-line, two cents per line, button measure of one-fortieth of one inch per gross.

We compare the above with the present ad valorem duties as follows:

Sizes up to 18 lines: Average price, 40 cents per gross; average size imported, 16-line; proposed duty, 16 cents per gross, equal to 40 per cent ad valorem. Sizes above 18-line, and up to 30-line, inclusive: Average price, 60 cents per gross; average size imported, 22-line; proposed duty, 27½ cents per gross, equal to 45 per cent ad valorem. Sizes above 30-line, and up to 45-line, inclusive: Average price \$1.20 per gross; average size imported, 36-line; proposed duty, 54 cents per gross, equal to 45 per cent ad valorem. All sizes above 45-line: Average price, \$2.50 per gross; average size imported, 55-line; proposed duty, \$1.10 per gross, equal to 44 per cent ad valorem.



On glass buttons we propose as follows:

*Glass buttons.*—Buttons composed of glass, except what is commercially known as "agate buttons," all sizes up to 18-line, inclusive, one cent per line, button measure of one-fortieth of one inch per gross; all sizes above 18-line, and up to 30-line, inclusive, one and one-quarter cents per line, button measure of one-fortieth of one inch per gross; all sizes above 30-line and up to 45-line, inclusive, one and one-half cents per line, button measure of one-fortieth of one inch per gross; all sizes larger than 45-line, two cents per line, button measure of one-fortieth of one inch per gross.

We compare the above with present ad valorem duties as follows:

Sizes up to 18-line: Average price, 27 cents per gross; average size imported, 16-line; proposed duty, 16 cents per gross, equal to 60 per cent ad valorem. Sizes above 18-line, and up to 30 line, inclusive: Average price, 45 cents per gross; average size imported, 22-line; proposed duty,  $27\frac{1}{2}$  cents per gross, equal to 60 per cent ad valorem. Sizes above 30-line, and up to 45-line, inclusive: Average price, 90 cents per gross; average size imported, 36-line; proposed duty, 54 cents per gross, equal to 60 per cent ad valorem. All sizes above 45-line: Average price, \$1.85 per gross; average size imported, 55-line; proposed duty, \$1.10 per gross, equal to 60 per cent ad valorem.

We would further suggest to your committee that you provide in the button schedule that all buttons must be marked and invoiced in English or American lines, meaning button measure of one-fortieth of 1 inch per gross.

The duty on metal buttons under the law of 1890 was 45 per cent; under the present laws it is 35 per cent.

The duty on glass buttons under the law of 1890 was 60 per cent; under the present laws it is 35 per cent.

We feel sure that the above rates on metal and glass buttons as proposed by us would be fair, could be easily collected, and would not raise the duties on the tariff of 1890; besides, we feel sure that the revenue collected by the Government on these articles would largely exceed the revenues collected under the ad valorem duties, for the reason that undervaluations would be made utterly impossible.

CITY BUTTON WORKS,  
R. LIEBMANN,  
*New York, President.*  
WATERBURY BUTTON CO.,  
J. R. SMITH,  
*Waterbury, Conn., President.*

#### STATEMENT SUBMITTED BY B. BLUMENTHAL & CO., OF NEW YORK, RELATIVE TO METAL BUTTONS.

NEW YORK, *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

In regard to the proposed change of rate of duty on metal buttons, etc., we notice that one of the manufacturers of these goods proposes to your committee that same should be changed to 1 cent a line and 25 per cent ad valorem.

We hope you will consider this matter thoroughly before conceding to any such enormous or uncalled-for rate of duty, and although we are not averse to having a specific duty of some kind enacted in the proposed new law, we think that the one proposed is entirely too high.

The imports of buttons previous to the year 1890 amounted to three or four millions of dollars a year, and since that time has steadily been decreasing, and only amounted to a little over a million dollars per year during the past two years.

There is no doubt that the domestic manufacturers of metal buttons of all kinds were able to make a much larger percentage of profit before



1890, when the duty on foreign goods was 25 per cent ad valorem, than they have since with a much higher rate of duty; and if they were able to compete with an ad valorem duty of 25 per cent six years ago they certainly are able to do so to-day, even were the duty the same.

Besides this, a great many of these goods are used for manufacturing purposes, and some goods that we import cost in Germany, in bulk, from 3 to 4 cents a gross for a 20-line button, and therefore a duty of 20 cents a line plus 25 per cent ad valorem would amount to 500 or 600 per cent on such goods.

In case you desire to embody in the bill which you are now drafting a special duty on metal and other buttons, we would suggest, under all circumstances, a duty of "so and so many" cents per gross instead of a line duty—say 5 cents or 8 cents a gross plus an ad valorem duty of 25 per cent.

A line duty is applicable to pearl buttons, but on metal buttons of all kinds—they vary in size, as different manufacturers make buttons that are a line or two, or even three, smaller than the size that the marking of the goods calls for. For instance, a "50-line metal button" very often measures 47 to 48 line, and therefore it would be very difficult for the customs authorities to oversee a line duty on metal buttons.

At the same time we would call your attention to the fact that prior to the tariff of 1890 there were but very few paragraphs relating to buttons, but since that time the diversified interest of various manufacturers caused to be enacted different paragraphs in the tariff, so that we now have almost a different rate of duty for all the various materials that buttons are made of.

We would therefore respectfully suggest that, outside of pearl buttons, which probably need a higher protection than any other class of buttons, it would be advisable to have one paragraph covering all other buttons, so that invoices of buttons would pay one rate of duty instead of four or five different rates, as is now the case in a great many instances. It would simplify the work of all concerned, and avoid all possible mistakes in the levying of duty which are likely to occur now.

B. BLUMENTHAL & Co.

## BONE AND COLLAR BUTTONS.

(Paragraph 317.)

PHILADELPHIA, *January 5, 1897.*

### COMMITTEE ON WAYS AND MEANS:

We, the Emil Wahl's Fancy Bone Manufacturing Company, manufacturers of bone buttons and collar buttons, urge a change from ad valorem to specific duties, say 1 cent per line, 40 lines to an inch, button measure, per gross, on manufactured bone buttons and collar buttons, and ad valorem duty. Our trade has been falling off on these goods, owing to foreign competition. For instance, on collar buttons our weekly production amounted to about 2,200 gross, where we only manufacture now about 100 gross per week, and this, of course, has thrown a great many of our force out of employment.

We learn that most of these imported goods are manufactured in Japan, and, of course, the wages paid there can not be compared with those paid in our country.

EMIL WAHL FANCY BONE MFG. CO.,  
EMIL WAHL, *President.*



**SHOE BUTTONS.**

(Paragraph 318.)

**STATEMENT SUBMITTED BY MR. GEORGE W. PRENTICE, OF  
PROVIDENCE, R. I.**PROVIDENCE, R. I., *January 6, 1897.***COMMITTEE ON WAYS AND MEANS:**

In your consideration of that portion of the tariff bill relating to shoe buttons, as one of the largest shoe-button manufacturers in this country, I earnestly petition that you restore the same rate of duty on shoe buttons made from paper, papier mâché, and not otherwise specified, as was named in the McKinley bill (so called), which was 1 cent a gross (144) on all shoe buttons selling at a less price than 36 cents a great gross (1,728), meaning thereby a specific duty of 12 cents a great gross.

The Wilson bill (so called) reduced the rate, as you will observe. That was bad enough, but to stand the undervaluation in connection with the reduced rate of duty was worse still. In 1893 there were six corporations manufacturing shoe buttons in this country, employing hundreds of help and a capital of more than half a million of money. To-day only two of the manufactories are in operation, and they with not to exceed 75 persons, and a working capital of about \$50,000, and they are realizing no profit, owing to foreign competition. When the McKinley bill was passed shoe buttons were selling for 22 cents per great gross (1,728). To-day they are selling for 13 cents a great gross by importers, while the raw material in this country costs that, without anything for labor or expenses, much less anything for interest on capital invested.

In view of these facts every shoe-button manufacturer needs and must have the protection I ask of you, whereby we can do the shoe-button business of this country and not foster and protect foreign trade in this article, as the present tariff bill does.

GEO. W. PRENTICE.

**FOR SPECIFIC DUTY.****STATEMENT SUBMITTED BY ROTHSCHILD BROS. & CO., IMPORTERS,  
OF NEW YORK CITY.**NEW YORK, *January 5, 1897.***COMMITTEE ON WAYS AND MEANS:**

Our firm being the largest in this country in the business of importing and dealing in buttons, and having a mercantile record of over forty years, we take the liberty to offer a few suggestions with reference to the tariff to be framed.

1. To obviate undervaluations we would suggest a specific duty for all buttons or button material of whatever nature or description and, if necessary, a small ad valorem in addition, so as to equalize the different qualities. It has been demonstrated that it is utterly impossible for an appraiser to ascertain correctly the value of different goods made in different countries, yet seemingly almost alike.

2. Our experience has shown that valuable goods, particularly pearl



buttons, have been brought through other ports than our own and over the Canadian border fraudulently, the Government being unable to detect the same. We think this has been done not only in our line, but in other lines as well, and we would suggest that your committee provide means to prevent this illegal traffic by a strong customs police, or even military, on the borders of our country, under capable and efficient officers.

3. If a new tariff is to be passed for revenue and other purposes, it is for the best interests of the mercantile community and the people at large that it should be done quickly, and take effect at once—with the sole exception of goods afloat—so as to prevent the flooding of this market with foreign goods.

ROTHSCHILD BROS. & Co.

## BITUMINOUS COAL.

(Paragraph 318½.)

### STATEMENT MADE TO THE COMMITTEE BY HON. H. G. DAVIS, EX-SENATOR FROM WEST VIRGINIA.

MONDAY, *January 11, 1897.*

Mr. DAVIS said: Mr. Chairman and gentlemen of the committee, there are about a dozen or twenty of us here from four or five different States representing the bituminous coal interest. There was a meeting of the general trade in Philadelphia a few days ago, and there was then appointed the committee, most of whom are here now. There are gentlemen here, I believe, from four or five different States.

We think that the tariff on bituminous coal is entirely too low—in fact, it is only about 14 per cent as it now exists, when the general tariff is about 41 per cent, I believe.

There are several gentlemen who wish to be heard briefly, and if there is still time after they have concluded I may say a few words.

I propose to file a paper, prepared by myself, which is a short one, giving, as I think, some leading facts connected with coal.

Mr. Davis's paper is as follows:

The main objects of an American tariff are, or should be, to raise revenue for the support of the Government, to benefit labor, and to stimulate trade.

Bituminous coal from the earliest days of the Government has been subject to duty. It is used principally by corporations for steam and manufacturing purposes.

Anthracite coal has for years been on the free list. It is used generally for domestic purposes.

The duty on bituminous coal under the present law is much less than at any previous time. It has been as high as \$2.80 per ton. In 1872 it was reduced from \$1.25 to 75 cents per ton, and in 1894, by the Wilson bill, to 40 cents. This is much too low, considering either the revenue required by the Government or an equitable distribution of duties. The duty should be 75 cents.

The average ad valorem duty on all articles under the McKinley law was about 48 per cent. The average duty under the Wilson law is about 41 per cent. A specific duty of 40 cents a ton on coal is equivalent to about 14 per cent ad valorem. If the duty is restored to 75 cents per ton, it would be about 23 per cent ad valorem, or only about half the average duty of the present tariff.



Canada exacts from the United States a duty on coal of 60 cents a short ton, or 67 cents a long ton. There is no good reason why we should pay more duty on the same article to foreign countries than we receive. Labor is higher, capital more valuable, and the expenses of conducting business greater in the United States than elsewhere, and these interests should be fairly fostered and encouraged by the Government.

The coals that compete with us from other countries on an average are mined less than 40 miles from the sea, while in the United States the average distance of coals carried to tide water is from 300 to 400 miles.

Under the law coals must be carried between American ports in American bottoms, while foreign coals coming to the United States from Canada and elsewhere have the advantage of the competition of foreign vessels.

The duty on articles used by wage earners engaged in mining and transportation is much higher than it is on coal.

|                                    | 1893.<br>McKinley<br>bill, duty 75<br>cents per<br>ton; ad va-<br>lorem duty. | 1895.<br>Wilson bill,<br>duty 40<br>cents per<br>ton; ad va-<br>lorem duty. |
|------------------------------------|-------------------------------------------------------------------------------|-----------------------------------------------------------------------------|
|                                    | <i>Per cent.</i>                                                              | <i>Per cent.</i>                                                            |
| Average duty on all articles ..... | 49                                                                            | 41                                                                          |
| On bituminous coal .....           | 23                                                                            | 14                                                                          |
| Manufactured articles of—          |                                                                               |                                                                             |
| Wool .....                         | 98                                                                            | 56                                                                          |
| Cotton .....                       | 57                                                                            | 46                                                                          |
| Leather .....                      | 34                                                                            | 26                                                                          |
| Iron and steel .....               | 62                                                                            | 48                                                                          |

Revenue to United States from coal under McKinley tariff during the year 1893..... \$822, 188  
Revenue to United States from coal under Wilson tariff during the year 1895..... 486, 158

This shows nearly twice as much revenue was collected by the Government with the 75 cent duty as with the 40 cent duty, and at the same time without detriment to any industrial interest.

The census of 1890 shows that in Pennsylvania, Maryland, Virginia, West Virginia, and Alabama about 75,000 men were engaged in the production of coal. There are now perhaps 100,000. If five be taken as an average of each man's family, we have probably half a million people in these States alone depending on the production of coal for a living.

The following statistics from official reports of the United States Government relating to bituminous coal bear directly upon this question:

*Importations of bituminous coal to the United States.*

| Fiscal year.                                   | Total.       | Amount<br>of duty<br>collected. | Value<br>per<br>ton. | At—          |                |              |                     |              |                 |
|------------------------------------------------|--------------|---------------------------------|----------------------|--------------|----------------|--------------|---------------------|--------------|-----------------|
|                                                |              |                                 |                      | Boston.      | Port-<br>land. | Bangor.      | San Fran-<br>cisco. | New<br>York. | Other<br>ports. |
|                                                | <i>Tons.</i> |                                 |                      | <i>Tons.</i> | <i>Tons.</i>   | <i>Tons.</i> | <i>Tons.</i>        | <i>Tons.</i> | <i>Tons.</i>    |
| 1892 .....                                     | 1,331,964    | \$988,239                       | \$3.32               | 14,137       | 5,172          | 7,997        | 946,459             | 19,159       | 339,040         |
| 1893 .....                                     | 1,102,231    | 822,188                         | .....                | 11,350       | 9,240          | 8,094        | 775,015             | 10,499       | 288,033         |
| 1894 .....                                     | 1,148,454    | 848,429                         | 3.22                 | 20,736       | 9,144          | 6,903        | 730,989             | 38,550       | 342,132         |
| 1895 .....                                     | 1,260,109    | 549,384                         | 3.05                 | 40,439       | 27,692         | 6,124        | 813,604             | 7,560        | 364,690         |
| 1896 .....                                     | 1,243,835    | 486,158                         | 2.70                 | 40,629       | 61,744         | 12,682       | 768,604             | 5,197        | 354,979         |
| Six months end-<br>ing November,<br>1896 ..... | .....        | .....                           | .....                | 46,371       | 18,655         | 19,707       | 288,265             | .....        | .....           |



*Importations of bituminous coal to the United States—Continued.*

| Fiscal year. | Total.       | From—          |                                                       |              |                   |              |                           |
|--------------|--------------|----------------|-------------------------------------------------------|--------------|-------------------|--------------|---------------------------|
|              |              | Great Britain. | Nova Scotia, New Brunswick, and Prince Edward Island. | Quebec, etc. | British Columbia. | Mexico.      | Australia and Japan, etc. |
|              | <i>Tons.</i> | <i>Tons.</i>   | <i>Tons.</i>                                          | <i>Tons.</i> | <i>Tons.</i>      | <i>Tons.</i> | <i>Tons.</i>              |
| 1892 .....   | 1,331,964    | 235,182        | 24,409                                                | 39,335       | 616,644           | 56,611       | 359,917                   |
| 1893 .....   | 1,102,231    | 151,251        | 21,897                                                | 35,582       | 591,513           | 9,795        | 292,194                   |
| 1894 .....   | 1,148,454    | 119,459        | 57,965                                                | 39,306       | 674,035           | 49,949       | 207,740                   |
| 1895 .....   | 1,260,109    | 100,615        | 77,910                                                | 30,337       | 721,174           | 54,419       | 275,654                   |
| 1896 .....   | 1,243,835    | 75,128         | 123,404                                               | 39,987       | 627,257           | 72,056       | 306,003                   |

*Bituminous coal sent from the United States to Canada in 1895.*

|                     |             |
|---------------------|-------------|
| Tons.....           | 1,481,508   |
| Duty collected..... | \$888,905   |
| Value .....         | \$3,209,205 |

**STATEMENT OF MR. CHARLES F. MAYER, OF BALTIMORE, MD.**MONDAY, *January 11, 1897.*

Mr. MAYER said: Mr. Chairman and gentlemen of the committee, I have nothing to present you but what I have embodied here in a written statement, which I will read with the permission of the committee.

Mr. Mayer read the following paper:

The miners of West Virginia and Pennsylvania gas coals and of Maryland, Pennsylvania, and Virginia steam coals beg to call your attention to a few of the many reasons why the duty upon foreign coals should be restored to the rate prevailing previous to the enactment of the tariff of 1894; why the duty provided for by that act—the lowest in the history of the tariff legislation of the country—is unjust and injurious to one of the most important of our home industries. They are as follows:

1. The policy of the Government since the birth of the country as a commercial power has always been to develop to the utmost, by a fairly protective duty, the vast deposits of steam and gas coals within the borders of the United States, thus making our country dependent upon itself alone for this commodity—one of the most important factors in developing the wealth and resources of the nation in every department of industry. Commencing with 1824, with a duty of \$1.68 per ton, it was never, with two exceptions, placed below \$1 per ton until the tariff of 1873 fixed it at 75 cents. These exceptions were, when, under the reciprocity treaty of 1854–1866 coal from the British Province of Nova Scotia alone was admitted duty free; and in the special and extraordinary exemption of the act of March 3, 1883, whereby a drawback of 75 cents per ton was allowed on all foreign coal supplied to coasting and foreign steamers—an act which benefited foreign steamers exclusively.

2. Because the great development of our extensive Eastern bituminous field has been largely due to the adherence of the Government to this policy—for it is since the abrogation of the reciprocity treaty, when all foreign coals became dutiable, that the rapid increase in the development of the vast coal fields of the Eastern Seaboard has taken place.



These domestic mines have at all times since then promptly met the demands of the consumers, and can continue to do so to practically an unlimited extent. The following figures are evidence of this: In 1865 the product of our domestic mines of steam and gas coals for consumption upon the Atlantic Seaboard was estimated at 1,989,247 tons; in 1896 it is estimated at 18,000,000 tons. This rapid increase has taken place despite the great depression in business for the past three years, and the extensive use of petroleum and electricity as a motive power, neither of which were used for this purpose in 1865.

3. Because those who consume these domestic coals do not as consumers ask for the retention of the present inadequate duty, or object to the restoration of the duty of 1873. Home competition, resulting from the extended developments of our mining regions, has for some years past brought prices down to figures entirely satisfactory to consumers.

4. Because the opposition to the duty of 1873—or indeed to any duty at all—comes entirely from the owners of foreign mines—largely English owners of the Vancouver mines and New England owners of the mines of Nova Scotia—the Dominion Coal Company of Nova Scotia being the most earnest advocate of free coal in the tariff contest of 1894. Why these New England owners of Nova Scotia mines have for years worked so energetically for the repeal or reduction of duty on coal is perhaps best shown by the following extracts from *The Journal and Pictou News*, upon the expected passage of the Wilson bill, and from the *Canadian Manufacturer*, upon the first annual report of the Dominion Coal Company.

*The Journal and Pictou News*, commenting upon the expected passage of the Wilson bill, says:

It means work for thousands of people and a large revenue for the provincial treasury. In short, it means good times all around for Nova Scotia, for prosperity in mining means general prosperity here.

The *Canadian Manufacturer's* extracts from the first annual report of the Dominion Coal Company (for ten and one-half months) shows as follows:

(a) That their longest haul to tide, at Louisburg, is 35 miles.

(b) That at Louisburg, where the coal is loaded into vessels—all English or provincial bottoms—they are the same distance from Boston as the Virginia mines are at Norfolk, and about the same distance as the Pennsylvania and Maryland mines are at Philadelphia and Baltimore, with this advantage in favor of the Nova Scotia coal, that it is sent practically the entire distance by water, while much of our coal goes more than half the distance by rail.

(c) That the coal cost them f. o. b. at tide (while their facilities were still incomplete) \$1.15 per ton.

(d) That it brought them \$1.42½ per ton, showing a net profit of 27½ cents per ton, beside the profit they made upon their own railroad which brought the coal to tide, and their own steamers and barges which carried the coal to Boston.

(e) That they can place the coal in Boston at \$1.27 per ton less than Virginia coal from Norfolk—this difference being subject to the United States import duty of 40 cents per ton, leaving against the United States coals and in favor of the Nova Scotia coals 87 cents per ton.

The Dominion Coal Company is a corporation organized in 1893 in Nova Scotia, owned chiefly in New England, with its main office in Boston, which has leased a large body of coal lands in Nova Scotia



from the Provincial Government; established an extensive mining plant, and supplied itself with ample facilities for doing an extensive business with this country, if our import duties are favorable thereto. This influential and wealthy company—in the hands of our own citizens—is a far more serious competitor than has heretofore existed in Nova Scotia.

5. Because of the important influence our domestic coal interests have exercised, and still do, upon the projection and extension of some of our most important lines of railway, and the much-needed employment these give to our own merchant marine, for domestic coal is shipped coastwise entirely in American bottoms while foreign coals use exclusively foreign bottoms.

6. Because of the vast army of laborers engaged in this industry from the time the coal is handled in the mines until it is delivered to the consumer, and their deep interest in its prosperity and consequent continuing increase. There are few commodities which employ as much labor for the dollar's worth of the commodity as coal.

7. Because our domestic steam and gas coals, long before the act of 1894, contributed more than their fair share to the general reduction of import duties, as the following figures will show:

In 1873, when a general reduction of 10 per cent was made, the duty on coal was reduced 40 per cent, viz, from \$1.25 down to 75 cents per ton. When the increase of duties under the McKinley bill was made, coal did not share in that increase. Under the tariff of 1894 coal again suffered a reduction of 47 per cent of its duty—very much in excess of the general reduction effected by that bill.

I need not, of course, remind the committee that steam and gas coals are not the coals used for domestic purposes upon the Atlantic seaboard. That is anthracite, which is duty free.

The coals for which your care and interest is solicited are used upon the Atlantic seaboard entirely for steam, gas, and other manufacturing purposes.

It is very earnestly urged that the committee will, in view of these and the many other existing good reasons for such action, restore the duty upon coal as it existed under the tariff of 1873, to which the many thousands interested in this important industry can see no fair or valid objection.

CHAS. F. MAYER,

*President the Despard Gas Coal Company, of West Virginia.*

Mr. EVANS. In one of your extracts which you have just read you said that the success of the Dominion Coal Company would result in benefit to the treasury of Canada.

Mr. MAYER. Yes, sir.

Mr. EVANS. How would that be?

Mr. MAYER. The Dominion Coal Company leases these lands and pays a royalty of 12½ cents a ton. The lands are leased for a period of ninety-nine years, with a guarantee of a certain output.

Mr. TURNER. Where are your mines?

Mr. MAYER. West Virginia.

Mr. TURNER. West Virginia and Maryland?

Mr. MAYER. Yes, sir.

Mr. TURNER. What are you selling your coal for on board?

Mr. MAYER. Steam coal, delivered, at about \$2.10 per ton, and \$2.15 per ton, at Baltimore. Gas coal, 15, 20, 30 to 40 cents higher. It depends upon the quality.



Mr. TURNER. Does not the Nova Scotia coal sell higher than that in the markets of Boston and Portland?

Mr. MAYER. Yes, sir. I am speaking of Baltimore and you are speaking of Boston. Of course we would have to pay the water rate.

Mr. TURNER. I was talking about the West Virginia coal delivered in Baltimore. What is the price of Nova Scotia coal delivered in New York or Boston?

Mr. MAYER. It is about \$3.25 per ton.

Mr. TURNER. I have a list here furnished by Mr. Davis, of West Virginia.

Mr. MAYER. I don't know those figures.

Mr. DAVIS. That is practically correct.

The CHAIRMAN. Your West Virginia and Maryland bituminous coal is a better coal than Nova Scotia and worth 75 cents more.

Mr. MAYER. It has never brought it, Mr. Chairman. That is the best test whether it is worth it. The provincial coals are good coals.

The CHAIRMAN. They are generally estimated to be worth from 50 to 75 cents less than the Maryland coal.

Mr. MAYER. I don't think it is 75 cents less.

The CHAIRMAN. Fifty cents?

Mr. MAYER. We generally figure 25 cents as a safe difference.

Mr. McMILLIN. Is it used extensively by the transatlantic fast steamers? I am referring to the West Virginia coal.

Mr. MAYER. The Cumberland coals are; the West Virginia coal not so much.

Mr. McMILLIN. It is found superior in that service?

Mr. MAYER. The Cumberland coal is superior.

Mr. McMILLIN. Is it carried to the other side to be used on the homeward trips?

Mr. MAYER. No, sir; it is not.

Mr. McMILLIN. I had heard a statement to that effect, but have never been able to ascertain whether it was correct.

Mr. MAYER. When freights are very light they buy their coal on this side for the round trip, because it is cheaper to buy it here than there, but that is only when freights are very light. Only fast passenger ships do that.

Mr. TURNER. What rate do you desire?

Mr. MAYER. The restoration of the duty of 1873—75 cents a ton.

Mr. TURNER. We have had experience under the reduced duty, and it has been an advantage chiefly, I believe, to the people on the eastern coast convenient to the Nova Scotia mines. To reimpose the duty at the old rate would be quite a burden to manufacturing industries, would it not, as well as to the consumer of coal in grates?

Mr. MAYER. In the first place, it is not used in grates; and in the second place, I don't think—

Mr. TURNER. How is it used?

Mr. MAYER. Nearly all for manufacturing purposes.

Mr. TURNER. Would you not put a burden on the manufacturing industries, then?

Mr. MAYER. I can not speak for the manufacturer except from the little I have heard. I don't think you will find a New England manufacturer objecting to the restoration of the duty to 75 cents.

Mr. TURNER. They want protection themselves and will stand in with you for a general raise?

Mr. MAYER. I have no knowledge as to what their wishes are; I only know our duty is very low.



Mr. TAWNEY. Has the coal trade felt the effect of the increased importations under the present law?

Mr. MAYER. A little in the volume and a great deal more in the price. It has affected our prices.

Mr. DOLLIVER. Do we sell coal in Canada? Is it shipped to Canada in large quantities?

Mr. MAYER. West of Montreal it is. The provincial coals can not be brought further west than Montreal.

Mr. DOLLIVER. Do you know how our exports to Canada compare with our imports from Nova Scotia?

Mr. MAYER. I do not know. They have to take from us a certain quantity of coal.

Mr. DOLLIVER. Do you know what they charge duty?

Mr. MAYER. Sixty cents a short ton. It has not decreased our exports to the extent of a ton.

Mr. DOLLIVER. What would that be on a basis of a long ton?

Mr. MAYER.  $66\frac{2}{3}$ —about 67 cents.

Mr. McMILLIN. I see, according to the Treasury statement, the value of the importations of coal—bituminous coal and shale—in 1893 was \$3,599,000, and in 1896, \$3,533,000 worth.

Mr. MAYER. I am not conversant with the statistics. I only judge from a practical standpoint.

Mr. McMILLIN. Can you give us any estimate as to the quantity of coal that was exported to Canada as compared with the amount that Canada ships to us?

Mr. MAYER. I have never seen that.

The CHAIRMAN. The imports from all countries in 1895 were 1,260,109 tons; we exported to Canada alone 1,481,508 tons, according to this statement (Mr. Davis's statement).

Mr. McMILLIN. We exported to Canada more than we took from Canada, even under our present rate of duty.

Mr. MAYER. Yes, sir.

Mr. McMILLIN. I know that was stated by a Pennsylvania coal man before the committee once, and I did not know whether the facts continued the same now or not. Notwithstanding the fact that their rate of duty is higher than ours, we export to them more than we import.

Mr. MAYER. Yes. Their imposition of the duty has not affected the export of our coal at all. Part of that is anthracite, which they can not get anywhere else. Part of it is soft coal that goes into western Canada. On account of the long haul they can not supply that themselves from their eastern mines.

The CHAIRMAN. It appears that the importations are on a basis of bituminous coal, and there is no anthracite included.

Mr. TAWNEY. You were about to explain the effect upon your business when you were interrupted. I would like to have that explanation.

Mr. MAYER. I think I explained it. The reduction of duty puts provincial coal in eastern markets cheaper than otherwise. That affects our prices. It has affected us more in price than in the volume of business.

Mr. EVANS. Has it reduced the wages of the miners?

Mr. MAYER. Yes, sir; of course. The coal business under the present tariff has been very unremunerative.

Mr. EVANS. So you make up the loss in price by the reduction of wages?

Mr. MAYER. I did not say that. We made up part of it that way.



Mr. TAWNEY. What per cent of reduction of wages did you make?

Mr. MAYER. We made 10 cents reduction and then we restored 5. So our reduction of wages was 5 cents.

Mr. TAWNEY. Five cents a ton?

Mr. MAYER. Five cents. That is for the mining merely.

Mr. EVERETT. Do you import any anthracite coal?

Mr. MAYER. No, sir. The railroad had to make a heavy reduction in the freight rate as well as the coal producers in their price.

Mr. EVANS. Has there also been a reduction of wages of the men on the railroad which has carried the coal?

Mr. MAYER. I am not prepared to say that, although it may have affected them to a limited extent. A reduction in the volume of coal produced of course reduces the volume of business given to the railroads and reduces the number of men, and that way it affects them more than the price per diem.

Mr. TURNER. Your market is at Baltimore. Do you ship any coal to Norfolk?

Mr. MAYER. Our shipping port is Baltimore for the Maryland coal. From the southern West Virginia mines the coal is sent to Norfolk.

Mr. TURNER. Is the demand for your coal increasing?

Mr. MAYER. The demand for soft coal has advanced at the rate of 10 per cent for many years. In 1865 we sent 1,900 tons to the seaboard for consumption, and this year it was 18,000,000.

Mr. TURNER. That is quite an increase.

Mr. MAYER. Yes, sir.

Mr. TURNER. You are not compensated for the diminished price by the increased production?

Mr. MAYER. We have been thirty years making the increase, and therefore it has not been so rapid. We have only increased at about 10 per cent per annum.

Mr. TURNER. During that time how much has the price of coal decreased?

Mr. MAYER. I could give you the figures exactly, but it would detain you quite a while. I think the price of coal in 1865 was about \$5.50 a ton against \$2.20 to \$2.25 now.

Mr. TURNER. Where?

Mr. MAYER. Free on board at Baltimore.

The CHAIRMAN. That price is with the depreciated currency.

Mr. MAYER. That depends upon how you look at the currency.

Mr. TURNER. That price has held up pretty well compared with other staples?

Mr. MAYER. I am talking at random, but I think coal has depreciated more than any other single commodity. Coal is a thing produced by hand labor. We do not do much in the way of machinery. Many commodities have been reduced in price because they are made by machinery, and their price has gone steadily down as machines have been perfected.

Mr. TURNER. Don't you use the modern machinery in your mines?

Mr. MAYER. In some of the mines we use machinery, but still a great deal of hand labor. It is loaded by hand; it is unloaded by hand, and if you use a cutting machine for the mere purpose of cutting coal instead of using a pick the reduction, of course, is not very much.



STATEMENT OF MR. E. H. McCULLOUGH, PRESIDENT OF THE  
WESTMORELAND COAL COMPANY.MONDAY, *January 11, 1897.*

Mr. McCULLOUGH said: Mr. Chairman and gentlemen of the committee, I have only a very few words to say. As far as I can gather from newspaper reading, the object of framing the present tariff bill is to increase the revenue, I believe, with protection incidental.

We are asking a restoration of the old duty of 75 cents a ton, and I think we can do it with a great deal of grace. In 1892, when the tariff was 75 cents, the amount of coal imported, in round numbers, was 1,331,000 tons, and the Government received \$998,200.

In 1896, with the tariff at 40 cents per ton, the amount of coal brought in was \$1,243,000 worth, and the amount the Government received was \$486,000. In other words, the Government got, on a reduced tariff, \$502,000 less than the duty before, and, as far as I can see, no one was benefited in the slightest degree and no more coal brought in. I say, put back your 75 cents and increase your revenue and satisfy everybody. The coal man will be satisfied. We have not been making money for the last few years. I think you know the railroads that carry our coal have not made any money. There are four principal coal-carrying lines to the seaboard—the Baltimore and Ohio, Chesapeake and Ohio, Norfolk and Western, and the Pennsylvania. Three of these roads have been or are in the hands of receivers. There is not much in hauling coal, and certainly the 300,000 men employed by this company in the production of coal have not been benefited.

Mr. DOLLIVER. What effect has the law of 1894 had in directing the movement of West Virginia coal toward the West?

Mr. McCULLOUGH. The effect of the reduced prices which have been brought about by the reduction in the tariff has been most disastrous. It has been necessary to reduce wages in every direction. As you know, it has caused a great deal of trouble in the Pittsburg regions, more feeling and strikes, more raggedness, than I have ever seen, because of the coal product of West Virginia, which overflowed toward the West. The surplus coal going West upset things very badly, and I think the Western coal men, if anything, are worse off than the Eastern coal men.

Mr. EVANS. There is not much room for any other coal out there but our own?

Mr. McCULLOUGH. No; the effect has been very disastrous.

Mr. DALZELL. As a matter of fact, has that not been especially so in the Pocahontas region?

Mr. McCULLOUGH. It is the case in all regions. It is the case from Pittsburg to Georgia, in all districts.

Mr. McMILLIN. Has not that been due to a large increase in the mining of that region, and have not they been encroaching on this Western market before the reduction under the Wilson bill?

Mr. McCULLOUGH. I don't think Pocahontas coal went West or any coal went West much until about two years ago. I am not in that region myself, and so am hardly competent to say. Mr. Lamb, who follows me, is familiar with that and can answer the questions.

Mr. McMILLIN. Is not your principal trouble the reduction in the consumption of coal?

Mr. McCULLOUGH. No. I think the amount of coal consumed in



this country in 1896 is greater than in 1895. The population increases——

Mr. McMILLIN. Importations have varied but little——

Mr. McCULLOUGH. I have shown you the importations were 100,000 tons less in 1896 than 1892 under a duty of 75 cents. The Pacific Slope plays a great part. A great deal of coal is sent to San Francisco, and the coal going into San Francisco from Vancouver Island has fallen off about as much as Nova Scotia coal has increased.

#### STATEMENT OF MR. WILLIAM LAMB, OF NORFOLK, VA.

MONDAY, *January 11, 1897.*

Mr. LAMB said: Mr. Chairman and gentlemen of the committee, I have the management of the shipping of the Pocahontas coal at Norfolk, Va. I had the honor of appearing before you in September, 1893. That year and the previous year we were at our high-tide market. We shipped from the port of Norfolk about 2,000,000 tons of Pocahontas coal. Of this coal, 1,250,000 tons went to the New England States; about half a million went to New York City. At that time, through the fierce domestic competition, I may say, between the coal producers throughout the United States, especially on the Atlantic Slope, the price of coal had been reduced in New England to about \$3.30 delivered. Our New England friends must have been satisfied with the price, because a careful examination of the statistics, which was made by Mr. Morris, of Philadelphia, and myself, showed that the coal consumed was only  $1\frac{1}{2}$  per cent of the cost of manufactured goods in New England. Coal steam had actually gotten cheaper than water power on account of this domestic competition. We were then paying the miner a compromise price, resulting from strikes, paying them all the railroads and producers could possibly pay. The railroad was handling that coal so cheap that it had stopped dividends; the price of the stevedoring at Norfolk was 15 cents an hour, and if we hadn't had colored labor I don't think we could have got any other kind of labor at this cheap price.

The American ships which were employed to carry the coal to New England all complained that they were making little or nothing. At that time I pleaded to you not to reduce the tariff, because when you considered that not much more than a million tons were imported into the United States which pay the 75 cents, or had already paid the 75 cents, and that we produce in this country over 125,000,000 tons of bituminous coal, besides the anthracite, none could call it a tax, and that the only portion of our country that would feel the effect of the duty was the New England States, who could scarcely expect to have free coal to make protected goods, and who did not really ask it, and perhaps, the Pacific States; but that those last-named States were anxious to develop their coal mines, and therefore really desired protection—that is, those interested in developing coal on the Pacific Slope desired the duty continued. The question with us was, if you took the 75 cents off, where in the world it was to come from. It was not who was paying the tax, but if we were only getting \$3.25 in New England, and nobody along the line really making anything, wherein the world was the 75 cents to come from? Fortunately the 75 cents was not taken off, but only 35 cents.

Now, what are the natural results? That is what I can tell you to-day. You know as much about the policy of this question as I can



tell you. The result was this, that to keep from reducing the wages of labor to almost the starvation rates in the Pocahontas region the railroad undertook to make up the difference, with a small contribution from the operators. The receiver was forced to charge a higher rate of freight and then the operators were forced to reduce the price of labor, and then we had our strike the following year, which reduced our output very considerably. Now, at the present time we have lost about 25 per cent of our business. There is not much coal going into New England, very little.

Mr. RUSSELL. Since that, big New England mills which were using Pocahontas coal, and preferred to use it to any other, have shut down, have they not?

Mr. LAMB. There has been a greatly reduced consumption in New England. That has been owing to the hard times, but in this case it happened to be two railroads that got the coal from Canada.

The great trouble in this Canadian coal coming in is, it fixes the price. They stand on our border just as close to New England as Hampton Roads. We have to haul our Virginia and Maryland coal from 300 to 400 miles to the seaboard. The Nova Scotia coal is right on the sea, literally; I think their longest railroad haul is only 35 miles. There is no reason why they can not, and they do, put their coal into the vessel almost as cheap as we can put it into the cars. It is not the amount of Canadian coal that is brought into the country, but it is the ability of the Canadian coal to come into this country and compete with our coal that is a standing menace which brings our prices down. The cost price of coal in New York by the statistics of the Treasury Department is 35 cents less than the price when the tariff was taken off.

The result has been felt, not all over the country, but by particular railroads and particular interests that would be of great use to you in time of war supplying your naval vessels with coal. It has forced us to reduce our price 35 cents, and really has taken nearly all the profit off. Now, you take the coal there—Tennessee and Kentucky—if our roads are prosperous and are hauling a large amount of coal and are paying us fairly, using our rolling stock to its utmost capacity, we can haul this coal from Tennessee and Kentucky to the seaboard at prices that enable us to export it. I suppose you are familiar, Mr. McMillin, with the Jellico coal. It is brought to Norfolk. It is a very valuable coal.

Mr. McMILLIN. It is a very satisfactory coal.

Mr. LAMB. And a superior coal. We are able, and have been, on account of the large amount of coal we handle, to haul that coal cheaper. You say this is a small matter—a matter of a million tons importation. But that standing menace, reducing the price of coal all along the seaboard, affects our American production, our American labor, and there is nothing that I know of in nature or in art where there is so much labor as in coal.

Mr. McMILLIN. I believe the importation amounts to only about 1 per cent of the total consumption of the United States.

Mr. LAMB. That is about all. Yet it fixes the price on the Pacific Coast and on a portion of the Atlantic Coast.

Mr. TURNER. What rate do you want?

Mr. LAMB. We want the 75 cents back.

Mr. TURNER. When that was in force last, say 1893, you had about the same amount of importations to fix the prices?

Mr. LAMB. We had 35 cents more price.

Mr. DALZELL. And the Government had just as much revenue?

Mr. LAMB. Yes, sir; the Government got just as much revenue. Something was said about the value of Cape Breton coal. We submit



that our coal, the Virginia, New River, and Pocahontas, is worth about 40 cents more, commercially, and that is a protection to us, and if it were not for that we would feel this matter of competition very severely. What we beg of you is to treat us fair. There are about a quarter of a million miners in this country, and they are the hardest worked people in the country. There is no question of it. Their work is hard and dangerous. If there is any portion of our fellow citizens we have a right in raising our revenues to protect, it is the labor of these miners.

Now, as has been said here, there is a reflux. When we can not sell on the seaboard we try to sell to the West, and when we found we were not able to sell as much to New England we did send our coal to the West, but it did not amount to a very great deal, and yet it helped to fix the price out there. It helped to reduce the wages out there.

Mr. DOLLIVER. How far West did your coal go?

Mr. LAMB. Some of it went as far as Chicago. You may recall that the cars of the Norfolk and Western Railroad were burned by strikers in Ohio, and Governor McKinley protected them, because the miners did not fancy the interference of the tide-water people with them in the West. There is an equity about this, and it is brought to you by that paper by Senator Davis.

Mr. DOLLIVER. How has it affected the production in the West? I would like to know whether it has had any effect in Indiana or Iowa or Illinois.

Mr. LAMB. Our shipments to the West are too small to have affected them materially, but men of business know what it is to affect a price. Prices may be too low. I am not interested in the mines or in the railroads. I am a shipper. It is true, coal gives me a living, but I do not think there is anything cheaper that is sold to-day than coal. It only costs 10 cents, lying in the mines, and on top of that 10 cents every cent added to it is either labor or transportation.

Mr. DOLLIVER. Transportation is labor; 90 per cent of it is labor.

Mr. LAMB. At least that—more than that. Ten cents in the mines is worth \$3 in Boston. Everybody is benefited all along the line, including the railroads, and you are helping, without knowing it, the agriculturist, because when you give us a price on coal that enables us to haul a large quantity, of course we can haul at the same time agricultural productions along the line of that road.

I won't detain you any longer, gentlemen, except that it is well to know what our friends are about. You have all heard of the Dominion Coal Company labor. I brought it to your attention three or four years ago. It is a mammoth corporation that has leased from the Crown a large area of coal fields in Nova Scotia, and right there I would have you all remember that every ton of coal that is brought from Canada into the United States and displaces our own domestic coal, pays 12½ cents to the Crown of England. Mr. Whitney, a gentleman of great ability and enterprise, is president of this Dominion company and lives in Boston, and during a canvass last January in which Mr. Tupper, prime minister, was elected in the coal district, he wrote a letter which Sir Charles Tupper read to the meeting and in that Mr. Whitney says:

Consequently I consider that the maintenance of the present duty on coal by Canada is of the most vital importance to the welfare and continued prosperity of the coal interest of Cape Breton and Nova Scotia. It is deeply so at the present time, when our company is seeking by such vigorous and expensive efforts to widen our markets by introducing the coal into the United States. Our only hope of success in this effort is that while we are making it nothing shall happen to interfere with our Canadian market.



The first equity I wanted to speak of was, we are now getting only about 14 per cent protection, while you know the average is 41 per cent; and the second equity is that there is no reason why Canada should be allowed to charge more for American coal going there than the United States charges Canada for her coal coming here.

Their tariff now is 67.2, and when we take into consideration their nearness to the sea, their cheapness of labor, etc., 75 cents for us would not be more than 67.2 to them.

Mr. PAYNE. Do they charge the same on anthracite as bituminous coal?

Mr. LAMB. There is no tariff on anthracite.

Mr. PAYNE. There is no tariff on anthracite in Canada?

Mr. LAMB. No, sir. They do not produce any there.

#### STATEMENT SUBMITTED BY MR. E. C. CAMP, OF KNOXVILLE, TENN.

KNOXVILLE, TENN., *January 1, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

The report of the Interior Department, giving the metallic and non-metallic products of the United States covering the years 1880 to and including 1892, shows that in the list of 47 nonmetallic products bituminous coal was in the lead both as to quantity and value. The increase shown in the product of this bituminous coal during this period is as follows:

In 1880 the product was 38,242,641 long tons, the value thereof being \$53,443,713. In 1892 the product was 113,237,845 long tons, the valuation thereof being \$125,195,139. The production and value of anthracite coal during the same period were as follows:

In 1880, product 35,580,189 long tons; value thereof, \$53,443,713; in 1892, product 46,850,450 long tons; valuation thereof, \$82,442,000.

If we include the metallic product also, bituminous coal yet surpasses all in quantity and in price, except as to pig iron, which in its valuation in 1892 exceeds bituminous coal by the sum of \$5,965,900. The coal area of the United States is thought to be 192,000 square miles. That of Alabama and Tennessee alone equals that of Great Britain. Great Britain supplies Mexico and the American States, charging twice as much and hauling five times as far than we would or could afford. The coal production in Alabama in 1870 was 13,200 tons, while in 1895 it was 5,693,775 tons; in Tennessee the production in 1889 was 457,069 tons; in 1895, 2,535,644 tons. Speaking of Tennessee alone, we will state that the coal fields of East Tennessee are without doubt among the richest in the Union or in the world. This great interest is yet in its infancy in this section, and there are multiplied millions of dollars worth of these "black diamonds" in our hills and mountains to enrich the present and future generations. Until after the close of the war, when the Knoxville and Ohio road was extended to Coal Creek and since through to Jellico, where it connects with the Louisville and Nashville road, and until the completion of the Cincinnati Southern road, all these vast mines of wealth lay undeveloped just as nature left them. But since then the mines have been gradually developed until they constitute one of our most fruitful sources of wealth.

The coal fields of Tennessee are among the most extensive in the Union, and the quality of the coal produced is unsurpassed. The area of these fields of fine bituminous coal is estimated at 5,100 square miles



The quantity of the coal has been put down as being equal to a block 100 miles long, 50 miles wide, and 8 feet thick. Assuming that a ton of coal is equal to 1 cubic yard, we have within the boundaries of the coal fields of Tennessee 42,127,362,000 tons. This coal field embraces within its limits portions of the counties of Claiborne, Campbell, Scott, Anderson, Morgan, Fentress, Overton, Roane, Rhea, Bledsoe, Hamilton, Marion, Sequatchie, Putnam, White, Franklin, Van Buren, Cumberland, Warren, and Coffee. It embraces only small portions of the last two mentioned. This is more than one fifth of the counties of the State. They all lie along and are contiguous to the Cumberland Mountains. This coal has been practically tested, sufficient to show that it has all the qualities that combine to make a useful and valuable coal. It makes good coke, is good steam-making coal, makes a hot, durable fire in the grate, and is comparatively free from sulphur. There is no question about the quality, and in quantity it would seem almost inexhaustible. Only a small portion of this vast field, comparatively speaking, has yet been developed. In 1868 the world's total output was 225,000,000, of which the United States yielded but 14 per cent, while Great Britain furnished more than 50 per cent. In 1895 the world's output, including sixteen or more countries, was 628,805,239 tons, of which the United States contributed 31 per cent, and almost equals the percentage of Great Britain.

We have given these statistics that it may appear how great an industry it is and that it needs the protective influence of Congress. We will here now review the several tariff acts which have been passed by Congress:

The first act ever passed by an American Congress of a business nature was the tariff act of July 4, 1789. In this act it is important to notice the prophetic vision which animated our forefathers, when they so well foresaw what a Democratic party in the future might proclaim, and evidently having in view the desire that posterity would not be deceived as to the powers of the Constitution under which and the purposes for which duties were levied, in its preamble declared, "it is necessary for the support of the Government, to the discharge of the debt of the United States, and for the encouragement and protection of manufacturers that duties be laid on imported goods, wares, and merchandise." And in this act laid a duty of 2 cents per bushel upon coal. This was gradually increased by subsequent acts to 3, 4½, 5, and 6 cents per bushel until by the act of 1842 it was put at \$1.75 per ton. In 1846 the rate was changed to an ad valorem duty of 30 per cent. In 1862 it was changed to \$1 per ton. In 1865 it was raised to \$1.10 per ton; and in 1866 increased to \$1.25 per ton, at which it continued until 1873, when it was fixed at 75 cents per ton, where it remained until changed by the present Wilson-Gorman Act, now existing. There was some exception made in coals from the British provinces which were admitted duty free under provisions of the reciprocity treaty of 1856 (unfairly inserted it was claimed), but which continued until the termination of that treaty in 1866. Since this latter date there has been a rapid and extended development of the bituminous fields of this country. Now, while the conditions of the market have been most satisfactory to the consumers, the operators have obtained but small returns, and then only by the wisest of management. We are aware that, by some, bituminous coal is sought to be classed in legislation as a "raw material," yet in all the operations of mining skilled labor of a high order is required. The coal itself in the ground is but a minute portion of its cost, while the



labor to prepare it represents its principal part; for instance, the Alabama mines with their 1895 product of 5,126,822 tons employed as miners to dig the same 10,346 men, with an average of 244 working days to each man, while the average price of the coal mined was 90 cents per ton, making a total value of \$5,126,822.

As is known to all, the cost of labor in mining coal, whether in Nova Scotia or elsewhere, which is now being imported into this country, is less than 40 per cent of that paid to American laborers. Labor constitutes at least 80 per cent of the price at which the coal is sold at the mines. The transportation of coal from England to New York, when charged for regularly, is from 75 cents to \$1.50 per long ton, but this coal is largely at times brought as ballast since importation of steel rails has so largely decreased. English coal is now being sold at \$3.75 and \$4 per ton, while coal from the British North American possessions is being sold at less than that. The imports and values for 1896 for this coal were 407,853 tons, value, \$1,607,891, as against 851,334 tons and of value \$2,189,298 in 1882. Taking this from a revenue standpoint it appears that the duty on 490,631 tons imported in 1872, when the rate of duty was \$1.25 per ton, was greater than it has been in any one year since to 1884, notwithstanding the yearly increase of importation.

Concerning more specially our own section, we will say that the Southern Railway now reaches from the coal fields of this section to the Atlantic and Gulf coasts of the South, and the prominence which several ports in that section are now acquiring demands for this section and our coal a protective duty not less than 75 cents per ton in order that we may supply the ships which land, at least between Norfolk and New Orleans. Negotiations are in fact now pending for quite a supply for this purpose. Of course, in this section very little if any interference comes from the coal brought in from Canada and the sections north and east from there. A large part of the investments in bituminous coal, especially in the Southern States, were made and begun when we had a liberal tariff rate on our product.

In conclusion we will say, that if the policy and principles distinctly asserted in the preamble to that first tariff act of July 4, 1789, are to be in force, then in order to meet the current yearly expenditures of this Government, including also the recent deficits of the last three years, together with a reasonable annual payment upon our bonded liabilities, no tariff law wisely planned to create this large revenue could well be formed and not put bituminous coal back to its former place in the schedule, which the present or coming Congress is expected to consider.

E. C. CAMP,  
*President Coal Creek Coal Company.*

#### THE BEST INTERESTS OF OUR COUNTRY DEMAND HIGHER DUTY.

AUSTEN, W. VA., *December 19, 1896.*

DEAR SIR: We are not directly competitors in the coal market, as we manufacture our entire output into coke, but the reduced duty on coal has the indirect effect of reducing the price of our product. The Nova Scotia coals are to a considerable extent taking the place of West Virginia coals in the Eastern market. This compels the producers both east and west of us to put more of their product on the market



in the shape of coke, thus making an overproduction of that commodity, thereby reducing prices. I am very much in favor of having the rate put back to 75 cents per ton. I believe it would be to the best interests of our country.

GEO. C. SHAW,  
*Superintendent Austen Coke Works.*

### GREAT FALLING OFF IN SALES OF POCAHONTAS COAL.

ECKMAN, W. VA., *December 24, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

I will simply state that during the past two years the sales of Pocahontas coal have fallen off greatly and that this falling off is principally along the Atlantic coast and is due to the importation of Nova Scotia coal. The Wilson bill made a reduction in the tariff of about 30 cents a ton, I think, and I hope your committee will be able to restore a portion, at least, of this reduction.

S. F. MORRIS,  
*Mine Manager for the Pulaski Iron Company.*

### MINERS STARVING FOR WANT OF WORK.

CHARLESTON, W. VA., *December 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

I beg to submit a few facts on the question of tariff on coal. The present low rate of tariff on coal (Nova Scotia) is ruinous to our tide-water business. The Nova Scotia coal is driving us absolutely out of the New England steam-coal markets. New England gets the sole benefit of this low tariff. The East gets all the tariff cream, while the West and South get the skimmed milk. These are cold facts, and if there is to be any patriotism, humanity, or sympathy in this matter for the hundreds of thousands of poor, poverty-stricken American miners of soft coal, then they should have some consideration. It is utterly impossible for our coal operators to compete with the low-priced coal of Nova Scotia. Our miners are actually starving for want of work, and we must have protection or go out of the business.

Foreign vessels should not be allowed to import and keep coal depositories or stations in all our seaport cities and along our coast. Now, the question is whether this Government of the people and for the people shall continue to foster and nurse the industries of a foreign country or lend a helping hand to its own starving people. The Bible says: "He that provideth not for his own household is worse than an infidel."

No doubt you will have numberless statistical communications, so I confine myself to a few brief and incontrovertible facts.

W. T. THAYER.

### WEST VIRGINIA'S MOST IMPORTANT INDUSTRY.

MAYBEURY, W. VA., *January 6, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The coal business is the most important industry of West Virginia, and is now suffering, and in the future is likely to suffer still more, from the competition of coal imported from Nova Scotia. We ask that the duty be restored as it existed four years ago.



We do not ask for such protection as to give extravagant wages or extravagant profits, but so long as any portion of the revenue of the country is derived from duties on imports we ask for such measures of protection that the working miners may receive living wages and that actual capital prudently invested may earn at least ordinary interest.

All our coal-producing States depend on railroad transportation to tide water, while the Nova Scotia coal is located directly on the seaboard. We ask such protection that we may be able to enter into fair competition with the imported coal. .

NORFOLK COAL AND COKE COMPANY,  
By STUART M. BUCK, *President*.

### MORE MARKETS NEEDED.

CRESCENT, FAYETTE COUNTY, W. VA., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

After an experience of about twenty years in the coal and coke business here I am clearly of the opinion that we in the interior of the country, say between the Blue Ridge and Rocky Mountains, are suffering from overproduction, from competition among ourselves, and that our great want is enlarged markets, enlarged trade with other countries, so that we, in addition to our home markets, now not sufficient for us, will be able to ship our surplus products, especially coal and coke, to other countries, and in exchange for the products of those countries shipped back to us in the same bottoms.

If this can be brought about it would give new life and prosperity and untold development and wealth to this vast section of our country.

W. R. JOHNSON,  
*Of the Crescent Coal Mines.*

### CANADIAN COAL CURTAILS CONSUMPTION OF DOMESTIC PRODUCT.

NEW YORK, *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Nova Scotia coal, which is brought into the New England States, has seriously curtailed the consumption of domestic fuel there, and in so doing has affected the miners of Pennsylvania.

H. S. FLEMING,  
*Assistant Secretary Anthracite Coal Operators' Association.*

### THE PITTSBURG COAL EXCHANGE.

PITTSBURG, *December 29, 1896.*

The Pittsburg Coal Exchange, having more or less immediate relation with some 30,000 hand toilers, and speaking for \$50,000,000 of invested capital in the coal trade on Western waters, respectfully represents that the bituminous coal trade in all of its past history was never so depressed as it is at the present. The importation of foreign coal, frequently in the form of ballast, has resulted in such destructive competition as to deprive many thousands of honest toilers of a decent living, and bankrupting capital invested in mining and shipping equipments. Much of the prevailing distress in connection with the bituminous coal



trade grows out of the low rate of 40 cents per ton duty, as provided for by the existing tariff: Therefore,

*Resolved*, That the Pittsburg Coal Exchange, in the name of the many thousands of toilers employed in mining and shipping bituminous coal on our Western rivers, most urgently request the committee having in charge a revision of the present tariff act to restore the former duty of 75 cents per ton, to the end that prosperity and contentment may return to the homes of the thousands connected with the bituminous coal industry.

WM. W. O'NEIL, *President*.  
JOHN F. DRAVO, *Secretary*.

## ANTHRACITE COAL.

(Free list, paragraph 441.)

### STATEMENT OF MR. J. W. HARRISON, OF CALIFORNIA.

MONDAY, *January 11, 1897.*

Mr. HARRISON said: Mr. Chairman and gentlemen of the committee, I was selected to come here to see you relative to having a duty placed on anthracite coal. It may not be known here—we would not have known it if they had not invaded us with their exports—but their shipments have increased from 1868, when our imports were 1,900 tons, to 98,000 tons, which we had gotten in San Francisco up to the 1st of December, in 1896. The increase was from 1,900 to 98,000. They have there 43 collieries, all just developing. This is Welsh anthracite coal, coming from Swansea, Wales. We got one cargo from Tonquin, China. That is anthracite coal from 91 to 92 per cent carbon.

Mr. DOLLIVER. Manufactured coal comes from China and Japan, doesn't it?

Mr. HARRISON. They manufacture a product of crude oil and refuse from the mines, but this was considered anthracite coal. To be admitted duty free it has to show a certain percentage of carbon; otherwise, it is dutiable. At San Francisco the analyst at the custom-house takes a sample and analyzes it. If it does not show 88 per cent carbon it has to pay the duty.

Mr. DOLLIVER. What anthracite does that disturb?

Mr. HARRISON. It is disturbing our coast collieries in Washington and Oregon and a few in California.

Mr. HOPKINS. Does it give you the anthracite coal cheaper than under existing conditions?

Mr. HARRISON. From Pennsylvania?

Mr. HOPKINS. Yes.

Mr. HARRISON. I made contracts in 1895, about fourteen months ago, as low as \$4.75 per ton, delivered, anthracite coal that will go from 91 to 92 per cent carbon.

Mr. TURNER. Your own coal on the west coast is bituminous coal?

Mr. HARRISON. Yes, sir.

Mr. McMILLIN. What does your bituminous coal sell for in San Francisco?

Mr. HARRISON. Such coals as are mined in Washington and Oregon sell by the cargo for about \$5 to \$5.25 per ton?

Mr. DALZELL. Do you know what the total imports of anthracite coal were in the United States last year from ports of the world?



Mr. HARRISON. No, I do not.

Mr. DALZELL. Less than 150,000 tons.

Mr. HARRISON. In 1896?

Mr. DALZELL. Yes.

Mr. HARRISON. Then we got 99,000 tons.

Mr. HOPKINS. How did that affect the price of anthracite coal to the consumers of this country?

Mr. HARRISON. I am coming to that.

Mr. HOPKINS. That is what I am interested in.

Mr. HARRISON. It is a very odd fact for news to come to Pennsylvania miners from California, but it is true that they in Pennsylvania had better look out for their own market.

Mr. DALZELL. I do not think they have much to fear.

Mr. HARRISON. I have the facts. You can buy that coal free on board at Swansea for about \$2 per ton. There are many vessels that go from San Francisco to Liverpool loaded with wheat and after they discharge their cargoes they are foot loose and anxious to go to New York or Boston to load for San Francisco. That is the trip they make annually. They have been known to carry salt across as low as 50 cents a ton. There is a gentleman here in this room who told me so. There is no time you can not engage those sailing vessels that wish to return to New York to eventually come to San Francisco—if you can get them—for \$1 or \$1.25 a ton.

Mr. HOPKINS. Is there any competition among the anthracite coal producers in America?

Mr. HARRISON. This is where it is coming from.

Mr. HOPKINS. There is no competition at the present time?

Mr. HARRISON. Not for the moment. They are in their incipency over there.

Mr. HOPKINS. I know, but among the different anthracite coal producers in this country is there any competition, or are not prices regulated?

Mr. HARRISON. I don't know anything about that.

Mr. MAYER. It is not under one control?

Mr. HARRISON. It is not under one control.

Mr. HOPKINS. There is a suspicion in the West that there is a combination, and they put it up and down to suit themselves.

Mr. MAYER. That is not done.

Mr. HARRISON. With the possibility of landing that coal at \$3 or \$3.25 a ton, it gets to be something to fear. It will be something to fear in the very near future.

Mr. HOPKINS. You are in California; whereabouts are your interests located?

Mr. HARRISON. We want a duty on anthracite coal.

Mr. HOPKINS. Are you talking for the Pennsylvania production or for your own?

Mr. HARRISON. We get 95 per cent of the coal that comes into our care from Swansea, Wales. We get about 5 per cent from Pennsylvania.

Mr. PAYNE. What interest does it hurt?

Mr. HOPKINS. What interest on the California coast does it hurt?

Mr. HARRISON. The coast coal from Oregon and Washington—the bituminous coal. We have no anthracite coal there.

The CHAIRMAN. You claim it displaces bituminous coal?

Mr. HARRISON. Yes, sir.

Mr. HOPKINS. Where does anthracite coal displace bituminous coal on the coast; in what line of business?

Mr. HARRISON. You can take Washington and Oregon—



Mr. HOPKINS. I know the States, but what manufacturing enterprises?

Mr. HARRISON. It is used for steam purposes, and the gas companies use it, mingled with crude oil, to make what they call water gas.

Mr. HOPKINS. What is your bituminous coal selling for?

Mr. HARRISON. Coast coal now \$4.75 to \$5 per ton.

Mr. HOPKINS. What do they bring in anthracite and sell it for?

Mr. HARRISON. When it leaves the first hands it goes to the other hands for \$6.50 or \$7 a ton.

Mr. TURNER. Have you any mines?

Mr. HARRISON. No, sir.

Mr. TURNER. You are only a dealer.

Mr. HARRISON. Yes, sir. I am simply interested in the coal trade. In reference to this increasing of the duty from 40 to 75 cents a ton, that would work a great hardship on my State. We pay from 80 to 85 per cent of the duties to the United States.

Mr. DOLLIVER. All told?

Mr. HARRISON. All told.

Mr. DOLLIVER. Where does the bituminous coal come from?

Mr. HARRISON. Australia, British Columbia, and Great Britain—principally Australia.

Mr. HOPKINS. Are not there bituminous coal mines in Washington and Oregon?

Mr. HARRISON. Yes; but inferior grades.

Mr. PAYNE. I understand you want a duty on anthracite coal in order to protect your own home domestic bituminous coal, and you do not want the duty increased on bituminous coal because you are not afraid of that in competition with home bituminous coal.

Mr. HARRISON. I do not want the duty increased greater on anthracite than it is on bituminous. I want you to eliminate the word "bituminous" and make all coal on the same basis of 40 cents. In 1862 there was a duty of 60 cents on anthracite; in 1864 it was reduced to 40 cents, and in 1870 it was abrogated, and since 1878 to the present time there has been no duty on anthracite coal. It was so ridiculous to have it when there was none produced. These discoveries are recent.

Mr. HOPKINS. You say you get your coal from Australia, British Columbia, and Great Britain?

Mr. HARRISON. Yes.

Mr. HOPKINS. If that is so, why are you not benefited by leaving anthracite coal on the free list?

Mr. HARRISON. Well, it has been a disturbing factor there. [Laughter.] It is going to be a dangerous article.

Mr. DOLLIVER. Do the American coast producers of bituminous coal want the duty on bituminous left as it is?

Mr. HARRISON. I have the name of every man who produces coal in California, Oregon, and Washington here.

Mr. HOPKINS. What do they want on bituminous coal?

Mr. HARRISON. Forty cents a ton.

Mr. DOLLIVER. They are satisfied with the present duty?

Mr. HARRISON. Yes, sir.

Mr. DOLLIVER. Their representatives have made an opposite showing here.

Mr. HARRISON. We are satisfied with 40 cents a ton. Here is a statement of everybody that has a mine that does any business in San Francisco.

Mr. HOPKINS. You represent here, then, do you, the operators of the coal mines of the Pacific Coast?

Mr. HARRISON. Yes, sir.



Mr. HOPKINS. Bituminous coal mines?

Mr. HARRISON. Yes, sir.

Mr. DALZELL. Do you mean to say that the owners of the coal mines of Oregon and Washington are satisfied with 40 cents a ton duty on their coal?

Mr. HARRISON. Yes, sir. This petition reads this way?

We, the undersigned coal importers from England and Australia, and colliery owners in Washington, Oregon, and British Columbia, after reading the printed circular of J. W. Harrison, attached hereto, show our indorsement of same by gladly giving our signatures, knowing that his statements of facts and figures are accurately correct.

The signatures represent those who handle fully 75 per cent of all the coal offered for sale in this market in 1896. This is what they indorse [exhibiting papers]. The importations I have given here in this paper.

Mr. DALZELL. You are representing the coal importers—not the coal producers.

Mr. HARRISON. The coal interests of the Pacific—the entire coal interests.

Mr. DALZELL. If I understood your petition, it related to the importers of coal from British Columbia and Australia, etc.? The point I am trying to get is this: Are the men who own and operate coal mines in Washington and Oregon in favor of leaving the duty on bituminous coal at 40 cents, or do they desire an increase?

Mr. HARRISON. They are perfectly willing to let it remain at 40 cents.

Mr. DALZELL. Do you want us to believe——

Mr. HARRISON. I do not say they would not prefer 75 cents. [Laughter.]

Mr. DALZELL. You want to convey the idea to us that the coal miners and coal owners of Oregon and Washington believe their interests in the tariff to be identical with the interests of the coal producers in Australia and British Columbia?

Mr. HARRISON. No, sir; no, sir; of course there are other matters than the tariff referred to here.

Mr. PAYNE. Do you mine coal or import it?

Mr. HARRISON. I don't do either.

Mr. PAYNE. What interest have you in it?

Mr. HARRISON. I am simply a middleman—a broker.

Mr. PAYNE. You are a broker in coal?

Mr. HARRISON. Yes, sir.

Mr. PAYNE. Do you buy the British Columbia coal?

Mr. HARRISON. Yes, sir.

Mr. PAYNE. Is that the principal coal you buy?

Mr. HARRISON. No, sir.

Mr. PAYNE. Would it not be better for the British Columbia coal to have a duty put on anthracite coal?

Mr. HARRISON. We are in favor of a duty on anthracite coal to provide against the future. We believe the tariff now passed is going to stand for a number of years, and the interests in this part of the country require a tariff for their security.

Mr. PAYNE. You don't mean to say you have traveled 3,000 miles to look after these people from Pennsylvania? [Laughter.]

Mr. HARRISON. You can draw a reasonable inference from that. It does not place me in an absolutely foolish position, because I can show you a list of these Welsh mines. I have a list here which is typewritten, and some of the names almost put the typewriter's hand out of joint, and it would put my tongue out of joint to attempt to pronounce them.



Forty-three of those mines put out in 1896 2,000,000 tons. They are going to find an outlet for it, and it will be here on this side if you don't put a duty on anthracite coal. It will be here inside of forty-eight months, and in large quantities. It costs us to produce anthracite coal in the United States \$1.85, or it did in 1895—I have not seen the figures for 1896. You can buy it f. o. b. at Swansea at \$2 a ton, coal running from 91 to 92 per cent carbon. I have here an analyses of the coals in eight or ten of the principal mines over there.

Mr. McMILLIN. You say it costs \$1.85 to mine it in Pennsylvania?

Mr. HARRISON. Yes, sir.

Mr. McMILLIN. What is the transportation cost of the other coal?

Mr. HARRISON. It cost \$1.66 a ton to put that in New York.

Mr. McMILLIN. That is a protection.

Mr. COLLOUGH. It fell to my lot during 1894 to have considerable correspondence with coal operators of Washington and Oregon, and I found that they were more vigorously opposed to a lowering of the duties on coal than the coal men in the East. Their market was San Francisco, and they held that it was impossible for them to compete with the Vancouver Island mines and the other mines of British Columbia because those mines employed Chinese labor at 30 or 40 cents a day, while the Washington and Oregon operators had to pay their miners \$2.50 a day. For that reason they wrote for us to do everything possible to try to keep that duty on coal. I have not those letters with me, but I can show them to the committee if it is desired to do so.

Mr. HARRISON. In connection with that I want to say that a train load of negroes was taken to the Roslyn mines near Seattle on contract to go to work there at wages for which the white miners could not afford to work, and the result was that the miners, in order to keep their places, raised such a row about it that the militia had to be called out. The miners would not let those negroes go to work. That was done by Elijah J. Smith of the Oregon Improvement Company.

Mr. Harrison filed the following papers as an addition to his statement:

## APPENDIX.

## ANALYSIS OF GLYN CASTLE COAL WORKED AT GLYN CASTLE COLLIERIES, NEAR NEATH, SOUTH WALES.

PUBLIC ANALYST'S LABORATORY,  
Cardiff, March 22, 1894.

I hereby certify that I have analyzed a sample of Glyn Castle coal received from Messrs. Cory Bros. & Co., Limited, on the 14th instant, and that I find the following results:

|                                                    | Composi-<br>tion. | Composi-<br>tion, ex-<br>clusive of<br>sulphur,<br>ash, and<br>water. |
|----------------------------------------------------|-------------------|-----------------------------------------------------------------------|
|                                                    | <i>Per cent.</i>  | <i>Per cent.</i>                                                      |
| Carbon.....                                        | 91.01             | 94.47                                                                 |
| Hydrogen.....                                      | 3.55              | 3.68                                                                  |
| Oxygen.....                                        | 1.30              | 1.35                                                                  |
| Nitrogen.....                                      | .48               | .50                                                                   |
| Sulphur.....                                       | 1.12              | .....                                                                 |
| Ash.....                                           | 1.61              | .....                                                                 |
| Water.....                                         | .93               | .....                                                                 |
| Total .....                                        | 100               | 100                                                                   |
|                                                    |                   | <i>Per cent.</i>                                                      |
| Fixed carbon .....                                 |                   | 90.39                                                                 |
| Volatile matter other than sulphur and water ..... |                   | 5.95                                                                  |
| Sulphur, ash, and water .....                      |                   | 3.66                                                                  |
| Total.....                                         |                   | 100                                                                   |



Nature of coal, anthracitic; color of ash, pinkish gray.

Specific gravity of coal, 1.332; water at 60° F. being 1.000.

Total heat units (Favre and Silbermann) to which the coal is equivalent, 8.524.

The calorific power determined by Berthier's method, 8.052 calories.

THOMAS HUGHES, *Fel. Inst. Chem.*

LONDON, *March 5, 1894.*

DEAR SIR: We beg respectfully to call your attention to our Rockcastle true vein anthracite coal, for which we shall be pleased to quote you for any quantity you may require, free on board at Swansea or for delivery by truck.

The coal is worked in the Pantyffynon district, in which center anthracite of the finest quality is produced.

While possessing in a high degree the qualities on account of which anthracite is now so largely used for general purposes, Rockcastle is specially adapted for the malting, hop drying, horticultural, and many other trades by reason of its purity, great heat-giving power, and economy as regards consumption.

The coal is very hard and consequently travels well by land and sea.

The following is the analysis of Rockcastle, certified by A. Norman Tate, esq., F. I. C., F. C. S., F. G. S., etc.

|                | Per cent. |
|----------------|-----------|
| Carbon .....   | 92.99     |
| Hydrogen ..... | 2.97      |
| Oxygen .....   | 1.26      |
| Nitrogen ..... | .62       |
| Sulphur .....  | .67       |
| Ash .....      | 1.49      |
| Total .....    | 100       |

Trusting we may be favored with your esteemed inquiries when you are in the market, we are, dear sirs,

Yours, faithfully,

J. & C. HARRISON.

ANALYSIS OF GILFACH BEST HAND-PICKED AND SELECTED MALTING COAL, BY DR. MORGAN, F. C. S., F. I. C., ETC., PUBLIC ANALYST, SWANSEA.

|                           | Per cent. |
|---------------------------|-----------|
| Carbon .....              | 92.44     |
| Hydrogen .....            | 3.52      |
| Oxygen and nitrogen ..... | 2.47      |
| Sulphur .....             | .49       |
| Ash .....                 | 1.08      |
| Total .....               | 100       |

|                           | The Gwaun Cae<br>Gurwen Colliery<br>Company, Limited. |           | Garnant<br>Big vein,<br>old col-<br>liery. | Gilfach<br>Colliery<br>best H. P.<br>selected<br>malting<br>coal. |
|---------------------------|-------------------------------------------------------|-----------|--------------------------------------------|-------------------------------------------------------------------|
|                           | Peacock<br>vein.                                      | Big vein. |                                            |                                                                   |
|                           | Per cent.                                             | Per cent. | Per cent.                                  | Per cent.                                                         |
| Moisture .....            |                                                       |           | 0.107                                      |                                                                   |
| Carbon .....              | 91                                                    | 92.27     | 92.558                                     | 92.44                                                             |
| Hydrogen .....            | 3.07                                                  | 3.58      | 2.109                                      | 3.52                                                              |
| Oxygen and nitrogen ..... | 2.95                                                  | 1.80      | 4.678                                      | 2.47                                                              |
| Sulphur .....             | .72                                                   | .68       | .120                                       | .49                                                               |
| Ash .....                 | 2.26                                                  | 1.67      | .428                                       | 1.08                                                              |
| Total .....               | 100                                                   | 100       | 100                                        | 100                                                               |

BERKELEY, *March 8, 1893.*

Assay of sample of coal received March 6, 1893, from John L. Howard, esq., San Francisco, Cal.

|                    | Per cent. |
|--------------------|-----------|
| Moisture .....     | 1.98      |
| Hydrocarbons ..... | 3.06      |
| Fixed carbon ..... | 94.01     |
| Ash .....          | .95       |
| Total .....        | 100       |



NOTES ON ASSAY.—Sample quite heavy and very brittle; luster brilliant, mostly; streak, black; cleavage planes spotted a little with silica and also a very few crystal iron pyrites.

Hydrocarbons: Sample burns without any smoke and very little flame.

Coke incoherent; appearance same as that of coal; does not involve any hydrogen sulphide in treatment with dilute acid.

Ash, nearly white colored.

GEO. E. COLBY.

Tonquin coal, from China.

#### ANALYSIS OF BIG VEIN ANTHRACITE COAL.

The following analysis has been made by Wm. Morgan, esq., Ph. D., F. C. S., F. I. C., public analyst for the counties of Glamorgan, Monmouth, etc., the Technical Institute, Swansea:

|                           | Per cent. |
|---------------------------|-----------|
| Carbon .....              | 91.20     |
| Hydrogen .....            | 3.45      |
| Oxygen and nitrogen ..... | 3.25      |
| Sulphur .....             | .71       |
| Ash .....                 | 1.39      |
| Total .....               | 100       |

March 4, 1893.

Sole shipper, R. Hodgens, Swansea.

#### ABERPERGWM & PWLLFARON COLLIERIES, GLYN-NEATH—ANALYSIS OF COAL.

|                       | Per cent. |
|-----------------------|-----------|
| Moisture .....        | 0.65      |
| Volatile matter ..... | 6         |
| Ash .....             | 1.50      |
| Carbon .....          | 91.85     |
| Total .....           | 100       |

C. E. Handyside, sales agent, Swansea.

*Names of forty-three anthracite collieries of Swansea, South Wales, and their daily export in 1893.*

|                                  | Tons. |                      | Tons. |
|----------------------------------|-------|----------------------|-------|
| Aperpergwn .....                 | 100   | Gellyceidrun .....   | 30    |
| Pwllfaron .....                  | 200   | Cawdor .....         | 120   |
| Onllwyn .....                    | 300   | Ammanford .....      | 200   |
| Drim .....                       | 20    | Rhos Colliery .....  | 160   |
| Seven Sisters .....              | 230   | Caerbryn .....       | 60    |
| Nant Merthyr .....               | 80    | Park Colliery .....  | 90    |
| Crynant .....                    | 150   | Enslyn .....         | 180   |
| Abercrave .....                  | 100   | Rock Castle .....    | 120   |
| Abercrave Intertal .....         | 100   | Cross Hands .....    | 40    |
| Gwanclawdel .....                | 100   | Great Mountain ..... | 300   |
| Hendreladis .....                | 200   | Pontyberrum .....    | 200   |
| Ystradgynladis and Swansea ..... | 200   | Penheinawra .....    | 80    |
| Varteg .....                     | 100   | Llandyry .....       | 50    |
| Ynis Merthyr .....               | 70    | Plasbach .....       | 40    |
| Pullbach .....                   | 40    | Trunsaran .....      | 140   |
| Brynmorgan .....                 | 40    | Caeponspren .....    | 50    |
| Hendreforgan .....               | 200   | Kilgetty .....       | 120   |
| Gilfach .....                    | 60    | Bonullescourt .....  | 120   |
| Brynhenllys .....                | 80    | Hook Colliery .....  | 70    |
| Blaencaegwewen .....             | 60    | Trefane Cliff .....  | 30    |
| Cwngoise .....                   | 60    |                      |       |
| Pantycelyn .....                 | 20    | Total .....          | 5,440 |

N. B.—Since the above list was issued in 1893 the output has enormously increased and new mines have been opened; hence it is safe to estimate the annual output for 1896 at over 2,000,000 tons of anthracite coal.

J. W. HARRISON.

WASHINGTON, D. C., January 11, 1897.



# MEMORIAL OF CALIFORNIA COAL MERCHANTS, FILED BY MR. HARRISON.

SAN FRANCISCO, *December 30, 1896.*

*To the Honorable Representatives at Washington, D. C., and Committee on Ways and Means:*

We, the undersigned, coal importers from England and Australia and colliery owners in Washington, Oregon, and British Columbia, after reading the printed circular of J. W. Harrison attached hereto, show our indorsement of same by gladly giving our signatures, knowing that his statements of facts and figures are accurately correct. We also ask your active cooperation in bringing about this desired result, as the passage of this "bill of relief" is a matter of most vital importance to us.

The signatures hereto represent those who handled fully 75 per cent of all the coal offered for sale in this market in 1896.

Black Diamond Coal Mining Company, by P. B. Cornwall, president, mines in King County and in Whatcom County, State of Washington; R. D. Chandler, agent for the Roslyn Coal Company, mines at Roslyn and Clallam County, State of Washington; Pittsburg Coal Mining Company, Charles R. Allen, president, mines at Somersville, Contra Costa County, Cal.; South Prairie Coal Company, T. H. Henderson, secretary, mines Pierce County, Wash.; Beaver Hill Coal Company, Frederick S. Samuels, secretary, mines Coos County, Oreg.; Pleasant Valley Coal Company, mines in Utah; Union Pacific Coal Company, Peyton H. Brooks, Pacific Coast agent, mines in Wyoming; San Francisco and San Joaquin Coal Company, B. M. Bradford, secretary, mine in Alameda County, Cal.; The New Vancouver Coal Mining and Land Company, Limited, John Rosenfeld's Sons, agents, mines at Nanaimo, Vancouver Island; Central Coal Company, by J. J. McNamara, president, Bryant Coal, mines at Seattle, Wash.; M. W. Behhaw, owner and operator of the Empire Coal Mine, Contra Costa County, Cal.; R. Dunsmuir's Sons Co., James Lowe, secretary and treasurer, agents Wellington Collieries, Union Colliery, mines Departure Bay and Union, Vancouver Island.

## TARIFF ON ANTHRACITE COAL.

SAN FRANCISCO, *December 30, 1896.*

*To our Honorable Representatives at Washington, D. C.:*

The importations of foreign anthracite coal into San Francisco for the past ten years have been almost exclusively from Swansea, Wales. Following have been the annual imports since 1886:

|           | Tons.  |                                    | Tons.  |
|-----------|--------|------------------------------------|--------|
| 1886..... | 1,928  | 1892.....                          | 65,018 |
| 1887..... | 7,477  | 1893.....                          | 52,700 |
| 1888..... | 10,096 | 1894.....                          | 86,800 |
| 1889..... | 15,356 | 1895.....                          | 50,930 |
| 1890..... | 10,760 | 1896 (to December 1, 11 months) .. | 81,255 |
| 1891..... | 32,985 |                                    |        |

The gradual annual increase evidences very forcibly that a few years hence the imports of foreign anthracite will be materially greater than at present. The character of the coal as a superior steam generator and the low price at which it can be delivered insures an increased consumption annually. It is not the intention of the writer to have any embargo placed on the distribution of a fuel which is proving so popular among its consumers, thereby creating a hardship among those now utilizing it. The issuance of this circular is simply to place facts and figures before the Treasury Department showing conclusively that the placing of foreign anthracite coal on the free list, thereby making it a favored article, in 1870 may have then been justifiable, but radical changes have developed themselves since 1870 which make this favoritism of anthracite coal over bituminous coal markedly inapplicable.

"Present tariff." From 1862 to 1864 the duty on anthracite coal was 60 cents per ton; from 1864 to 1870 it was 40 cents per ton; since 1870 it has been free of duty. The quantity of anthracite coal mined outside of the United States was so infinitesimally small in 1870 and prior thereto it was doubtless considered an absurdity to retain it on the dutiable list, hence it was withdrawn. Since 1870 extensive fields of anthracite have been opened in Swansea (Wales), Canada, Mexico, and Tonquin



(China), and the low price of labor at some of these producing sections should make protection a prudent measure.

There certainly can be no cogent reason assigned for making any differential duty between bituminous and anthracite coal. As a matter of fact, bituminous calls for less protection than anthracite, as the former can be produced at an average of 87 cents per ton, whereas anthracite costs \$1.85 per ton; these are the colliery figures for 1895. If as a source of revenue it is deemed advisable to collect a duty on coal, then most assuredly anthracite should be classed as a favored article; if permitted admission at even the same rate of duty as bituminous, it should as a measure of protection be taxed fully 25 cents per ton higher.

It might be considered a stretch of the imagination to intimate a possibility of Swansea anthracite coal being shipped to New York in competition with the Pennsylvania product. Why is it impossible? Swansea coal showing 90 to 91 per cent carbon can be bought delivered on board vessel at \$2 to \$2.12½ per long ton, and to meet competition no doubt these figures would be liberally discounted.

Freight rates can occasionally be procured from Swansea to New York at such rates that would justify shipments of coal. Contracts were made in 1895 for delivery of cargoes of the best grades of Swansea anthracite coal at \$4.75 to \$4.80 per long ton delivered in San Francisco. With the difference in freight usually ruling on the Atlantic side, against coming around Cape Horn, it is among the possibilities that Swansea anthracite may yet reach some of the Eastern markets. With these figures before us, why should anthracite be placed on the free list, and bituminous, of which the Eastern producers can have no possible fears of European competition, be weighted down with 40 cents per ton duty. In our local market every ton of foreign anthracite consumed here displaces an equal quantity of foreign bituminous, which contributes its 40 cents per ton to the Government. Then again it has almost prohibited all shipments of Pennsylvania anthracite to San Francisco, as the Eastern can not compete with the low-priced Swansea product.

With the above facts and figures before you, it seems to the writer that the levying of a duty on foreign anthracite coal becomes an absolute necessity, not so much as a source of revenue, but as a just and protective measure. For prudential reasons, against the invasion of the Eastern market a few years hence, which is not improbable, anthracite should have a specific duty of 25 cents per long ton in excess of the duty rate on bituminous coal, as this latter grade can never compete with home production. The above views are in accordance with over 90 per cent of those engaged here locally in the coal trade.

Yours, very truly,

J. W. HARRISON.

#### **ADDITIONAL STATEMENT OF MR. MAYER.**

I want to add a word in regard to the remarks of the gentleman from California as to what he said in regard to anthracite coals on the Pacific Coast.

In this country the anthracite business is a limited one, being confined to Pennsylvania. That coal consists of two characters—white ash, and red ash of a very limited quantity, which is softer. The coals that are mined in Cardiff are soft anthracites red ash, inferior to the Pennsylvania red ash, and there is no more danger of the Cardiff interfering with the Pennsylvania anthracite coals than there is of my interfering.

This foreign coal spoken of is brought out largely as ballast, I think, and it is extremely clean coal. It is like our anthracite, and they doubtless use it for domestic purposes in California in preference to the dirty coals of Vancouver Island, which latter coal is soft, and all soft coals are dirty.

#### **ADDITIONAL STATEMENT SUBMITTED IN WRITING BY MR. J. W. HARRISON, OF CALIFORNIA.**

As permitted by you, I wish to add this as a privileged communication to the data I have already left with you when I appeared before you on the 11th instant. Your time was so prescribed that I was forced



to overlook a number of very important points, to which I will now refer.

The actual cost of producing bituminous coal in the United States in 1895 (figures of 1896 are not yet issued), as shown from the Bureau of Statistics, was 97 cents per ton; the present protective duty on same is 40 cents per ton, equal to 39 per cent of the actual producing cost. The main purpose of framing a tariff is to protect the producer against foreign invasion, at the same time dealing justly with the local consumer, more especially where fuel is the article (of all others) to be considered. That the present duty of 40 cents per ton has proved amply efficacious in keeping foreign coal out of the American market is best demonstrated by the fact that the foreign imports of bituminous for the years 1895 and 1896 were less than in 1893 and 1894, although the duty of 40 cents per ton prevailed in 1895 and 1896, and the duty collected in 1893 and 1894 was 75 cents per ton. Hence the main purpose of tariff framing has been subserved, viz, protection of our market from foreign invasion under the 40-cent tariff.

California pays over four-fifths of all the duty collected on all the foreign coal imported annually into the United States for the past twenty years. The writer was selected by all the large producers of Washington, Oregon, California, and British Columbia coals to present to your committee their views on the tariff question, and I have filed my credentials signed by the above producers. Notwithstanding the reduction of 35 cents per ton duty on coal for the past two years, the California importations of foreign have been less than the two previous years, when the duty was 75 cents per ton, clearly evidencing that the sales of Washington, Oregon, and California have not been diminished by the reduced duty of 40 cents per ton. With no detriment shown by the 35 cent per ton reduction in 1894, the benefits emanating from same, for our industrial interests, have been felt in every county in our State. In 1894, a petition signed by 143 of the managers of our principal factories and foundries (of whom over 75 per cent were consistent Republicans) was sent to the Ways and Means Committee, then in session, and is now filed in your archives, asking for bituminous coal and coke to be placed on the free list, and assigned very cogent reasons for their demands.

A reference now to said petition would elucidate the actual position of coal consumers on the Pacific Coast and would be a guide to you in establishing the tariff. Hence the other main purpose of tariff framing has also been subserved, viz, dealing justly with the local consumer.

So far I have not intimated what the Pacific Coast coal producers and consumers ask from your committee; we ask that the present tariff of 40 cents per ton on all foreign bituminous coals be allowed to remain unchanged, for the reasons assigned above.

At the hearing before your committee on January 11 ex-Senator Davis, of West Virginia, and Colonel Lamb, of Virginia, made lengthy arguments favoring the increasing of the duty on bituminous coals from 40 cents to 75 cents per ton. Their principal basis for soliciting the change was the stagnancy of this branch, limited sales, and low prices. They finally acknowledged that the low prices were brought about by too sharp local competition; hence tariff rates had no bearing whatever; and they further acknowledged that although the duty had been reduced 35 cents in 1895-96, yet foreign imports were less in those years than when the duty was 75 cents per ton. It is unfortunately a too well established fact that business in every branch throughout the whole country for the years 1895-96 has been exceptionally disastrous,



and coal producers have been cosufferers also; hence it is unjust to attribute it to tariff reduction, that had no possible bearing on their situation. If the duty during 1895-96 had been \$1 per ton on coal, the writer can not see where the West Virginia coal trade would have been benefited, after hearing the testimony taken before your committee, as too evidently the disturbing element was competition, not tariff.

It may be claimed that the revenue to the Government is primary, and coal will be looked to for an increased return from duties. In another circular which I addressed to your committee I clearly demonstrated that this increase can be effected by making anthracite dutiable, and putting all coal on the same basis by eliminating the word "bituminous" from the tariff. With the foresight usually displayed by the Ways and Means Committee, it was a peculiarly odd proceeding for them in 1870 to have freed anthracite from the duty then prevailing. Inside of two years you may rest assured that the New York and Boston markets will be invaded by Swansea shipments of anthracite coal, giving at least 91 to 92 per cent of carbon, at a cost not exceeding \$3 per ton, where many millions of this grade are mined annually here, and sold at figures which leave a very meager profit to the producers. This asked-for protection to anthracite becomes more than a prudential measure; it becomes compulsory.

I have left with your committee a list of the collieries mining anthracite only at Swansea, Wales; also a number of analyses showing the character of coals they mine there. When it is known that the output of Welsh anthracite for 1897 will reach over 2,000,000 tons, and the possibility of very large shipments to New York and Boston, when as a fact freights can at varied times be engaged at \$1 per ton from Swansea to New York, whereas the coal freight from the Pennsylvania collieries to New York is \$1.60 per ton, it certainly assumes a dangerous character. Whatever rate of duty your committee concludes to establish on coal, it will certainly be very improvident if you do not place all coals on a similar basis and permit no character or grade of coal to be favored. With such cogent arguments as can be urged, the writer feels almost assured that your committee will not permit any differential rate of duty to exist when framing your tariff list.

J. W. HARRISON.

**STATEMENT SUBMITTED BY JOHN E. HOWARD, OF SAN FRANCISCO, IN REPLY TO MR. HARRISON.**

SAN FRANCISCO, *January 11, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

The following is intended as a reply, in some respects, to the undated circular addressed by Mr. J. W. Harrison to the members of Congress, wherein he advocates a duty upon foreign anthracite coal of 25 cents per ton greater than that imposed upon imported bituminous coal.

His table of importations of Welsh anthracite coal may be taken as correct, and he may also be correct in his surmise of the reason for eliminating in 1870 the duty on foreign anthracite coal.

Some of his statements are unfair and others lack explanations necessary to make clear to those whom he addressed them the peculiar conditions existing in California, which are unlike those of any other part of the United States.

The recent development of anthracite deposits in Canada, Tonquin, Mexico, and Wales have almost prohibited shipments of Pennsylvania anthracite to California ports.



This is from Mr. Harrison's circular.

Canadian anthracite is mined on the line of the Canadian Pacific Railroad, and it must bear transportation of 500 miles by rail and 800 miles by water to reach San Francisco.

Some years since a persistent attempt was made to introduce this coal into California markets, but it was abandoned after severe loss; and although a new and better mining development has since been instituted, the present owners find it commercially impossible to sell their product in our ports, and the former effort has not been renewed.

This did not affect Pennsylvania anthracite.

Mexican anthracite is known to exist in Sonora at a point 80 to 100 miles from Guaymas. This would have to bear rail transportation for that distance and also over a sea route 1,800 miles to reach San Francisco. It is an entirely undeveloped deposit, and the conditions seem to indicate that it will be commercially impossible to market that coal in California. The railroad is not yet surveyed.

This, therefore, has not affected the Pennsylvania anthracite.

Tonquin anthracite deposits are now being developed by Parisian capital. Two importations have been made in recent years. One cargo netted a loss of \$10,000, the other a smaller loss. Both cargoes went into steam consumption against bituminous coal, and the owners declare against a repetition of the experiments. It can not possibly gain a foothold unless the shippers make a differential price to offset its lower quality when compared with anthracite coal from Wales.

This did not affect Pennsylvania anthracite.

Pennsylvania anthracite came here in limited quantities as lump coal for iron smelting, and in this respect it has been entirely displaced by coke. Some came also in egg and nut sizes for domestic use, but the importation cost was so high that only the few rich could afford the luxury. It was not used for steam purposes, and its high cost was due to the fact that the American vessels bringing it from New York obtained a rate of freight greater than the cost of Welsh anthracite coal and freight combined, the distance of carriage in both instances being nearly the same.

As the circular is especially directed against Welsh anthracite, and as Mr. Harrison is a broker and not a dealer in coal, the fact of its being dutiable or otherwise could have little if any interest for him; besides, there is strong presumptive evidence that in his circular and in his visit to Washington he is serving the interests of employers who have the two foreign-owned lines in British Columbia, who have been somewhat checked by Welsh anthracite in the absorption of the coal trade of San Francisco, and by it their prices are kept below the line of comfort for them.

So much so is this the case that one of the two interests found it necessary to engage largely in the Welsh anthracite coal trade, and the other finds it difficult to market his bituminous steam coal product in satisfactory quantities.

It is not many years since Welsh anthracite coal was first introduced. Its high evaporative power, cleanliness, and comparatively low cost has won its way into a reasonably large consumption on the part of those who have clamored for cheap fuel, and who hitherto have been compelled to purchase the comparatively low-grade steam coals that have been available. The tendency of this coal, therefore, has been to meet a demand for cheaper fuel, and further, to lower the costs of the competing grades. Whatever does this in a community seeking to develop manufactures, ought to be encouraged and not hampered at the behest of affected foreign mine owners.



The interests of a community like San Francisco far exceed those of the miners of British Columbia.

Bear in mind that Welsh anthracite is used almost entirely as steam coal, and if recently the insignificant importations of domestic sizes from Pennsylvania are threatened with displacement by those from Wales, it is because the latter can be laid down in San Francisco at less than the rates charged as freight from New York. It would take a duty of several dollars per ton to equalize the costs of these two products from Pennsylvania and Wales.

Let me, as a Californian, call your attention to a more important aspect of this case.

The shipment of our cereals to distant competitive markets is made possible only by the attraction to our ports of sailing ships, which, I am sorry to say, are almost entirely foreign. Even then it is only possible when the vessels thus attracted can bring inward paying cargoes. Without these no vessels could or would come here unless by getting such high outward rates as would make wheat shipments well nigh prohibitory, for in the essence the farmer pays the freight, in that he gets for his wheat the difference between the European markets and the ocean freights then current.

The free attraction of ships to our port is therefore a broad benefit to the most important element in the business interests of this State, and if California had the power to legislate as selfishly as the British Columbia mine owners are advocating in this instance, it would put a differential duty against foreign coal shipped from near-by ports and in favor of that shipped from distant ports. And why? Because every cargo of coal brought here from Australia or Great Britain furnishes a ship to take away wheat. The coal from British Columbia is brought in tramp steamers and other vessels that do not carry wheat. To the extent, therefore, that British Columbia mines keep out coal from Great Britain and Australia, to that extent do they keep away wheat-carrying vessels.

More than half the wheat of California is carried outward by vessels that bring coal cargoes inward.

A better acquaintance with Atlantic Coast conditions would not permit Mr. Harrison to chase the mental phantom that Welsh anthracite could interfere with the Pennsylvania product in the Eastern States.

Taking the last Government statistical tables (1892) to which I have had access, it would appear that California received 91 per cent of all the duty-paying bituminous coal imported into the United States, and that, taking the greatest annual importations of anthracite (86,800 tons), a duty of 40 cents per ton would have yielded \$34,720 in revenue.

The sole point in Mr. Harrison's circular worthy your attention is the self-evident proposition that nondutiable anthracite displaces so much dutiable bituminous coal, and the United States Government thereby loses so much revenue.

What would follow the imposition of this tax?

In its use for steam this coal does not seriously interfere with the home product; it has displaced foreign bituminous coal, and particularly that from British Columbia.

Doubtless many would continue its use at an increased price, but the duty if imposed would enable the Vancouver mines to expand their business and advance their present rates, for the coast mines can not successfully compete with British Columbia's better grades of coal, when you remember that these are permitted to use tramp steamers, which are legally denied to the coast mines.

By the maintenance of high rates coast mines are permitted to compete



with them as to domestic coal, but this is permissive only because it is in the power of the Vancouver mines to be content with such low profits as would make the domestic mines unremunerative.

Therefore, as the largest buyer of the various foreign anthracite and bituminous coals, as the representative of two coast mines, and as a close student of our trade conditions, I say advisedly that the consumers who now buy Welsh anthracite coal for steam purposes will not even under an increased price buy the domestic steam coal. You will therefore not materially protect the coast mines.

The present effort is to expand the trade of British Columbia, whose absorption of it is clearly shown by the increasing percentages until 1895 on the inclosed summarized statement made up from Mr. Harrison's tables (Exhibit H).

I am a protectionist where it protects American products, but not when a class of foreigners is protected at the cost of California consumers and California farmers.

JOHN F. HOWARD.

EXHIBIT A.

*Coal importations into California.*

|                                      | 1888.     |           | 1889.     |           | 1890.     |           | 1891.     |           | 1892.     |           |
|--------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                                      | Tons.     | Per cent. | Tons.     | Per cent. | Tons.     | Per cent. | Tons.     | Per cent. | Tons.     | Per cent. |
| Foreign:                             |           |           |           |           |           |           |           |           |           |           |
| British Columbia..                   | 304,916   | 22        | 417,904   | 31        | 441,759   | 37        | 652,657   | 38        | 554,600   | 35        |
| Australia.....                       | 272,336   | 19.5      | 408,032   | 30        | 194,725   | 16        | 321,197   | 19        | 314,280   | 20        |
| Great Britain.....                   | 117,897   | 8.5       | 45,617    | 3.5       | 37,272    | 3         | 200,426   | 12        | 235,560   | 15        |
| Japan .....                          | 15,852    | 1         | 1,340     | .....     | 13,170    | 1         | 20,679    | 1         | 4,220     | .....     |
| Total foreign....                    | 711,001   | 51        | 872,893   | 64.5      | 686,926   | 57        | 1,194,959 | 70        | 1,108,660 | 70        |
| Domestic:                            |           |           |           |           |           |           |           |           |           |           |
| Washington.....                      | 564,148   | 40.7      | 372,514   | 27.5      | 407,869   | 34        | 374,980   | 22        | 383,320   | 24        |
| California and Oregon.....           | 81,194    | 6         | 87,600    | 6.5       | 74,210    | 6         | 90,684    | 5.5       | 66,150    | 4         |
| Pennsylvania and Maryland.....       | 30,120    | 2.3       | 18,950    | 1.5       | 32,550    | 3         | 42,210    | 2.5       | 35,720    | 2         |
| Total domestic...                    | 675,462   | 49        | 479,064   | 35.5      | 514,629   | 43        | 507,874   | 30        | 485,190   | 30        |
| Total imports....                    | 1,386,463 | 100       | 1,351,957 | 100       | 1,201,555 | 100       | 1,702,833 | 100       | 1,593,850 | 100       |
| Welsh anthracite included above..... |           |           | 15,356    | .....     | 10,760    | .....     | 32,985    | .....     | 65,018    | .....     |
|                                      |           |           |           |           |           |           |           |           |           |           |
|                                      | 1893.     |           | 1894.     |           | 1895.     |           | 1896.     |           |           |           |
|                                      | Tons.     | Per cent. | Tons.     | Per cent. | Tons.     | Per cent. | Tons.     | Per cent. |           |           |
| Foreign:                             |           |           |           |           |           |           |           |           |           |           |
| British Columbia..                   | 588,527   | 40        | 647,110   | 42.4      | 651,295   | 39.4      | 551,852   | 36.65     |           |           |
| Australia.....                       | 202,017   | 14        | 211,733   | 13.9      | 268,960   | 16.3      | 273,851   | 18.19     |           |           |
| Great Britain.....                   | 170,078   | 11.5      | 176,198   | 11.5      | 205,278   | 12.4      | 164,724   | 10.94     |           |           |
| Japan .....                          | 7,758     | .5        | 15,637    | 1         | 9,015     | .5        | 2,247     | .15       |           |           |
| Total foreign ....                   | 968,380   | 66        | 1,050,678 | 68.8      | 1,134,548 | 68.6      | 992,674   | 65.93     |           |           |
| Domestic:                            |           |           |           |           |           |           |           |           |           |           |
| Washington.....                      | 428,985   | 28.5      | 395,173   | 25.9      | 407,155   | 24.6      | 384,842   | 25.56     |           |           |
| California and Oregon.....           | 63,460    | 4         | 65,263    | 4.2       | 84,954    | 5.1       | 110,237   | 7.32      |           |           |
| Pennsylvania and Maryland.....       | 18,960    | 1.5       | 16,640    | 1.1       | 26,863    | 1.7       | 17,907    | 1.19      |           |           |
| Total domestic...                    | 511,405   | 34        | 477,076   | 31.2      | 518,972   | 31.4      | 512,986   | 34.07     |           |           |
| Total imports....                    | 1,479,785 | 100       | 1,527,754 | 100       | 1,653,520 | 100       | 1,505,660 | 100       |           |           |
| Welsh anthracite included above..... | 52,700    | .....     | 86,800    | .....     | 150,930   | .....     |           | .....     |           |           |



**PRESENT DUTY SATISFACTORY.**

SAN FRANCISCO, CAL., *January 11, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

California pays 90 per cent of all duty on coal. We manufacturers respectfully protest against any increase of duty. We and the California coal producers are content with the present duty of 40 cents.

Manufacturers and Producers' Association of California; L. R. Mead, secretary Western Sugar Refinery; John D. Spreckels, president Sperry Flour Company; William Alverd; Spring Valley Water Works, Charles Webb Howard, president; George W. McNear; Louis Sloss, sr.; Alaska Commercial Company; Louis Gerstle, president Selby Smelting and Lead Company; A. J. Ralston, president the San Francisco Breweries, Limited.

**CALIFORNIA COAL IMPORTATIONS.**

SAN FRANCISCO, CAL., *January 11, 1897.*

DEAR SIR: I beg to inclose herewith for your perusal my annual report on coal imported into this State, and to call your attention to the imports of coal from Great Britain, consisting of 85,000 tons of English anthracite coal, which is free of duty, and 63,900 tons of other coals and coke paying duty. I do so at this time because of an agitation on foot to request Congress to put English anthracite coal on the duty-paid list.

You will observe from my report that the entire imports of coal into San Francisco consist of 820,800 tons of foreign coal, including coal from British Columbia, and 469,400 tons of coal mined on the Pacific Coast and imported from the Eastern States, as under noted.

From Australia, 238,800 tons paying duty; from British Columbia, 433,100 tons paying duty; from Great Britain, 63,900 tons, various kinds, paying duty, and 85,000 tons anthracite free of duty; from the Eastern States, 17,700 tons Cumberland and egg Lehigh free of duty; coal mined on the Pacific Coast, 454,700 tons free of duty.

The coal imports into port Los Angeles and San Pedro consist entirely of coal from British Columbia and a small quantity from Australia.

The foregoing figures demonstrate, as many previous years' figures have shown, that manufacturers and large consumers on the coast, in the majority of cases, are compelled to use foreign coal on account of the coal mined on this coast being of a quality unsuited to their purposes; consequently, any additional tax on their already high-priced fuel, however small, would be an injustice, especially as the agitation for the change in present tariff is solely a matter of trade rivalry, where the interests of the consumers are entirely ignored.

J. STEWART.



**CORKS AND CORK BARK.**

(Paragraph 319, and free list, paragraph 457.)

**STATEMENT OF WILLIAM J. FARRELL, OF NEW YORK CITY.**

MONDAY, *January 11, 1896.*

Mr. FARRELL said: Mr. Chairman and gentleman of the committee, I am an importer of corks. I ask that a specific rate of duty be continued, even if you change its amount.

The corks used in the country can be divided into three classes: Those produced better here than abroad and which would be continued to be made here no matter how low the rate of duty; those made better abroad than here, and which will continue to be imported as long as the interest that requires them exists; and, lastly, those that are made here and abroad also and meet in competition. The present law reduced the former rate of duty one-third, but imports did not increase in that proportion. The only advance in importations was such as might have been expected from the expansion constantly going on in the bottling industry.

If the present tariff were moderately reduced, competition would be broadened and the revenue increased. No matter how low a rate you may impose, it will always afford some protection by making it hard, if not impossible, to import certain kinds of corks. This is on account of the nature of the business. Cork bark is produced by nature in irregular conditions—thick and thin, good, bad, and indifferent. It is impossible in the process of manufacture to control the output, either here or abroad, and the merchant must dispose of all the grades produced. The accumulation of a by-product is a fatal handicap in the business. This leads me to point out the one great objection to the specific rate on corks. It presses on goods least able to bear the burden. The poorer the grade the heavier corks weigh, and, consequently, the higher is the ad valorem equivalent. To illustrate this, I submit two certified copies of invoices on file at the New York custom-house. In both cases the goods covered were sold by me in British Columbia. In the first, marked Exhibit A, the ad valorem equivalent of the present rate would have been 83½ per cent. In the second, Exhibit B, the ad valorem equivalent would have been 97 per cent, and at 15 cents per pound the ad valorem equivalents would have been 125 and 145 per cent, respectively. Preventing the sale of one kind of corks restricts the sale of all others, and it is to broaden competition that I request a reduction in the existing rate. One-half of the present tariff would afford ample protection to the home product; but revenue would decrease because importations would not double.

A reduction to 7 cents a pound would tend to increase the revenue and would afford ample protection. I ask your honorable body to levy 7 cents per pound on manufactured corks and to put cork squares on the free list.



## EXHIBIT A.

*Certified particulars covering 5 bales of corks that passed through the New York custom-house in October, 1896, en route for British Columbia.*

Value, ptas. 468, at 19 cents ..... \$90.32  
 Weight, pounds 753, at 10 cents ..... 75.30  
 Weight, pounds 753, at 15 cents ..... 112.95

Ad valorem equivalent of rate under Wilson bill, 83½ per cent; under McKinley bill, 125 per cent.

Extract from invoice of merchandise shipped by Tomas Brugada y Ca. Entered originally at the port of New York for warehouse by William J. Farrell. Arrived in the SS. *Chateau Lafite* from Bordeaux on October 8, 1896. Consular invoice No. 151 attached, dated San Felin de Guixols, September 19, 1896. Invoiced by Tomas Brugada y Ca.

|                                                          | Millares.    | Pesetas. | Pounds. |
|----------------------------------------------------------|--------------|----------|---------|
| U B C <sup>o</sup> 10812/15, 4, Tapones, 20, 10/11 ..... | 72,000, at 5 | 360.00   | 600     |
| 10816.1.....                                             | 21,600, at 5 | 108.00   | 153     |
|                                                          | 93,600       | 468.00   | 753     |

Manufactured corks, 10 cents per pound. Two bales as noted, balance classified October 14, 1896.

G. W. A.  
CHAS. HANNIN.

Approved:  
WALTER H. BUNN, *Appraiser*.

WM. J. FARRELL.

|                                   | Pesetas.  | Pounds. |
|-----------------------------------|-----------|---------|
| Amount of original invoice .....  | 26,764.00 | 12,175  |
| Amount of foregoing extract ..... | 468.00    | 753     |
| Amount otherwise entered .....    | 26,296.00 | 11,422  |

CUSTOM-HOUSE, COLLECTOR'S OFFICE,  
New York, December 28, 1896.

I certify this to be a true extract from the original invoice presented to me on entry and now on file in this office.

J. C. GRANT, *Collector*.

## EXHIBIT B.

*Certified particulars covering 5 bales of corks that passed through the New York custom-house in March, 1896, en route for British Columbia.*

Value, ptas. 504, at 19.3 cents ..... \$97.27  
 Weight, pounds 945, at 10 cents ..... 94.50  
 Weight, pounds 945, at 15 cents ..... 141.75

Ad valorem equivalent of rate under Wilson bill, 97 per cent; under McKinley bill, 145 per cent.

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Extract from invoice of merchandise shipped by Tomas Brugada y Ca. Entered originally at the port of New York for warehouse by William J. Farrell. Arrived in the SS. *Panama* from Bordeaux on March 11, 1896. Consular invoice No. 19 attached, dated San Feliu de Guixols, February 4, 1896. Invoiced by Tomas Brugada y Ca.

|                                             | Millares.     | Pesetas. | Pounds. |
|---------------------------------------------|---------------|----------|---------|
| U. B., 9595/99, 5, Tapones, 18, 10/11 ..... | 126,000, at 4 | 504. 00  | 945     |

Manufactured corks, 10 cents per pound. Two bales as noted, balance classified March 20, 1896.

G. W. A.  
CHAS. HANNIN.

Approved:  
WALTER H. BUNN, *Appraiser*.

WM. J. FARRELL.

|                                  | Pesetas.   | Pounds. |
|----------------------------------|------------|---------|
| Amount of original invoice.....  | 29,460. 90 | 12,960  |
| Amount of foregoing extract..... | 504. 00    | 945     |
| Amount otherwise entered.....    | 28,956. 90 | 12,015  |

CUSTOM-HOUSE, COLLECTOR'S OFFICE,  
New York, December 28, 1896.

I certify this to be a true extract from the original invoice presented to me on entry and now on file in this office.

J. C. GRANT, *Collector*.

### CORK MANUFACTURERS ASK FOR AN INCREASE OF DUTY.

WASHINGTON, *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The cork manufacturers request that you will adopt the following schedule of rates on corks and manufactures of cork bark. These rates will afford us only reasonable protection, will not be prohibitive, and will not increase the cost to the consumer of any product for which corks are used:

Cork bark, unmanufactured, free.

Cork bark, partially manufactured or cut into cubes or squares, 10 cents per pound.

Corks of a diameter at the largest end of 1 inch or more, 15 cents per pound.

Corks of a diameter at the largest end of over three-fourths inch and less than 1 inch, 20 cents per pound.

Corks of a diameter at the largest end of three-fourths inch and less, 30 cents per pound.

Cork bark, manufactures of, not otherwise provided for, 30 cents per pound and 30 per cent ad valorem.

Cork waste, all kinds, 1 cent per pound.

Owing to a large percentage of the cost of the finished product being labor, the American manufacturers have never been adequately protected against the foreign cheap labor, especially that of Spain; and as a result of the reduction in duties made August 1, 1894, the American cork manufacturers have all been operating on short time and with at least 25 per cent less hands than usual.

The reports of the Bureau of Statistics show that the importation of



raw cork has fallen off 25 per cent as compared with 1893, and that the importation of manufactured European corks has correspondingly increased.

The American manufacturers are still further embarrassed by the adoption in Europe of machinery similar to that used in this country. On this account the rates named will be necessary in order to give our industry the required protection, particularly in the case of corks of the smaller diameters, which have not been heretofore imported, but which the foreign manufacturers are now able to send to this country in large quantities owing to the use of machinery in Europe.

R. Beeching, Boston, Mass.; Banard Willand, Pittsburg, Pa.; The R. W. McCready Cork Company, E. W. McCready, treasurer, Chicago, Ill.; Chicago Cork Works, by S. D. Simpson, proprietor, Chicago, Ill.; Excelsior Cork Cutting Company, per T. D. Eagle, president, Chicago, Ill.; Truslow & Tulle, Hoboken, N. J.; Meinecke Cork Company, C. Wm. Meinecke, president, Hoboken, N. J.; Andrew Morton, Brooklyn, N. Y.; Paddock Cork Company, per J. T. Dingee, jr., Brooklyn, N. Y.; Brauer & Bruerkmann, Samuel Wilkie, Alfred L. Beetz, Philadelphia, Pa.; Wm. Beeching & Co., M. F. Stinson & Co.; John Power, American Cork Company, Ely Foster, president, Boston, Mass.

### THE ARMSTRONG CORK MANUFACTURING COMPANY ASKS TO HAVE THE DUTIES INCREASED.

#### COMMITTEE ON WAYS AND MEANS:

The tariff bill which went into effect August 1, 1894, reduced the duty on manufactured corks from 15 to 10 cents per pound, since which time there has been an enormous increase in the quantity of corks imported into the United States and a large falling off in the amount of corks manufactured in this country. The reports of the Bureau of Statistics show that the importations of manufactured corks in 1895 and 1896 exceeded those of the average of the four preceding years by 27 per cent in 1895 and 52 per cent in 1896, the volume of importations growing constantly. The importations of raw cork in 1896 were 25 per cent less than in 1893.

In spite of this large increase in importations, the net amount of revenue collected on importations of foreign corks was less for these two years than for the average of the years during which the 15-cent duty was in force. On account of general dull business, the consumption of corks in the United States during 1895 and 1896 has been much less than the average, the large increase in the business of the importers being accompanied by an even larger decrease in the business done by the American cork cutters.

The prices of American-made bottle and keg corks, such as are used by brewers and bottlers of wines, beers, aerated waters, etc., have fallen to practically the cost of production, and in many cases to even less. The American cork manufacturers have been forced to import Spanish and German corks, as the foreign goods can be landed at less than the cost to produce corks of the same quality in this country.

Since the reduction in the duty on corks the number of employees in American cork factories has decreased at least 25 per cent and none of



the factories have run full time. Wages have also fallen on an average 10 to 15 per cent during the same period. During recent years machinery very similar to that used in American cork factories has been largely introduced into foreign cork-producing countries, and the piecework rates paid to employees are from one sixth to one-third of those paid for the same work in the United States.

We call your attention to the table (Exhibit A) showing the *ad valorem* duties on vial corks, which are equivalent to the present specific duty of 10 cents per pound. The prices named are the wholesale European prices of the classes in most general demand, and it will be readily seen that the present duty on this kind of cork is grossly inadequate for the protection of the home manufacturer and his employees against the cheap labor of Spain, Portugal, and Germany.

The foreign cork manufacturers also take advantage of the low ocean freight rates to unload their surplus cork waste on the American market, thus forcing the American manufacturer to accept ruinously low prices for practically the whole of his output of this material, and placing him at an unfair disadvantage in disposing of his side product.

The American manufacturers would strongly recommend that you adopt rates on corks and various cork materials as set forth in the accompanying schedule, believing that home industry would be encouraged thereby and employment furnished for many hundred people; that more revenue in the aggregate would be secured to the Government by duties on importations of foreign corks, and that at the same time the cost to the consumer of any product for which corks are used will not be increased.

ARMSTRONG CORK COMPANY,  
T. M. ARMSTRONG, *President*.

#### EXHIBIT A.

*Table showing equivalent ad valorem duties on tapered vial corks to present specific duty of 10 cents per pound.*

##### XXX QUALITY.

| Number of cork. | Number of gross to the pound. | Prices.       | Value per pound. | Present duty. | Equivalent ad valorem. |
|-----------------|-------------------------------|---------------|------------------|---------------|------------------------|
|                 |                               | <i>Cents.</i> |                  | <i>Cents.</i> | <i>Per cent.</i>       |
| 1 .....         | 18                            | 9             | \$1.62           | 10            | 6                      |
| 2 .....         | 12½                           | 10            | 1.25             | 10            | 8                      |
| 3 .....         | 9½                            | 11.1          | 1.05             | 10            | 10                     |
| 4 .....         | 7                             | 13            | .91              | 10            | 11                     |
| 5 .....         | 5½                            | 18            | .95              | 10            | 10½                    |
| 6 .....         | 4½                            | 20            | .85              | 10            | 11.7                   |

##### XX QUALITY.

| Number of cork. | Diameter.    | Number of gross to the pound. | Prices.       | Value per pound. | Present duty. | Equivalent ad valorem. |
|-----------------|--------------|-------------------------------|---------------|------------------|---------------|------------------------|
|                 | <i>Inch.</i> |                               | <i>Cents.</i> |                  | <i>Cents.</i> | <i>Per cent.</i>       |
| 1 .....         | 7/16         | 18                            | 7             | \$1.26           | 10            | 8                      |
| 2 .....         | 1/2          | 12½                           | 8             | 1.00             | 10            | 10                     |
| 3 .....         | 9/16         | 9½                            | 9             | .85              | 10            | 12                     |
| 4 .....         | 5/8          | 7                             | 11            | .77              | 10            | 13                     |
| 5 .....         | 11/16        | 5½                            | 13            | .68              | 10            | 15                     |
| 6 .....         | 3/4          | 4½                            | 16            | .68              | 10            | 15                     |

No. 1 cork is seven-sixteenths of an inch in diameter at large end; No. 2 is one-half of an inch; No. 3 is nine-sixteenths of an inch; No. 4 is five-eighths of an inch; No. 5 is eleven-sixteenths of an inch; No. 6 is three-fourths of an inch.



## PROTESTS AGAINST ANY INCREASE OF DUTY ON CORKS.

SOUTH POLAND, ME., *January 7, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We have for years experienced a great deal of difficulty in procuring a cork which will be free enough from impurities to keep the Poland water, and we have only practically overcome this by having a particular kind of cork bark selected by one person from certain localities in Spain. There is naturally a little difference between the importers of hand-cut cork and the cork manufacturers of this country as regards the duties. The machine cork cutters of this country have been receiving their bark free of duties for years, while the American consumers of hand-cut corks have been obliged to pay heavy duties. Now, as a matter of fact, if the duties on hand-cut corks were twice what they have ever been they would not import the bark and cut them by our hand American labor, and no matter what the duties may be, American spring men the water of whose springs is very pure are obliged to use the hand-cut cork, regardless of what the duties are, in order to secure a cork that has equal elasticity and purity. Without desire to assist in the cry of low tariff, at least so far as competing home industries are concerned, it seems that the tariff on high grade hand-cut corks as a product which is not manufactured at home should be practically nominal. The duties on such articles are substantially a tax. If by paying a duty on the imported cork we could build up an industry which would produce equally as good an article we would have nothing to say in this matter, but knowing the fact that with all their protection they have never been able to cut corks successfully by hand in this country, with the high cost of American labor, we feel that it is more of a direct tax against the American spring water men than a duty. By the extra Census Bulletin, No. 67, March 15, 1894, the number of male operators over 16 years of age, both skilled and unskilled, engaged in the manufacture of corks in this country was less than 900—a very small number compared with those employed in connection with the mineral water or other industries using by necessity an imported hand-cut cork.

Foreign-bottled natural mineral waters come in free of duty, including, of course, corks and cases, with a nominal duty on bottles. The home bottlers of such mineral waters are, therefore, not only without protection as to their waters, but are at a positive disadvantage in having to pay duties on corks, which they are compelled to import, and upon bottles, if they should desire to import the latter. It seems, therefore, that the high grade of hand-cut corks should come under a merely nominal duty, and we think in no case should the duty be increased above the present rate of 10 cents per pound. We appreciate, of course, that you are situated so as to judge better than we just what all interests require in this matter, and we only write in the way of suggestion from our practical point of view, knowing that you will seek to be just to us all in whatever you may do on this subject.

HIRAM RICKER & SONS,  
By H. W. RICKER.



ST. LOUIS, MO., *January 9, 1897.*

## COMMITTEE ON WAYS AND MEANS:

In the proposed revision of tariff, we would earnestly appeal to you to protect us as far as this is possible and consistent against any undue advance in the duty on corks. This association is the largest consumer of corks in the country, it has developed the great bottled beer industry and with it the glass industry of America, both bottled beer and bottles having formerly been drawn almost exclusively from the other side; but in the matter of corks, we can never overcome the importation of corks from Spain cut by the peasant trade there, as they are the only kind to be used in corking effervescent beverages; the machine-cut cork in this country will not answer the purpose.

To add a higher duty to the present one would be a hardship on our trade, and I beg your good services in defeating the measure.

Very truly,

ANHEUSER-BUSCH BREWING ASSOCIATION.

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SANDUSKY, OHIO, *January 8, 1897.*

DEAR SIR: In regard to imported corks, which comes under sundries, Schedule N, we wish to say and herewith present our most urgent remonstrance and protest against any increase in the rate of duty upon corks, as it would be a direct blow at the very important industry of native wines, in which the matter of corks is of so great importance, and particularly that of domestic champagnes, which needs the fostering protection of the Government in all its detail until the great prejudice in favor of foreign production is to some extent overcome. We know, and it is acknowledged by many good judges, by comparison and analysis, that we make a more pure champagne than the foreign, and equally palatable. But with the great cost of production, on account of the great amount of time and labor required and cost of material, all of which must be of the best and most expensive, and with the competition of domestic producers and the competition and prejudice in favor of the foreign production it is very difficult to improve and develop this great industry, for which so much money goes out of our country, to supply the demand for that which can be better supplied from home producers, and thus also protect the farmers and grape growers and wine producers, the importance of which is not as thoroughly understood and appreciated by our legislators as we wish it was.

By increasing the duty on corks you would not only injure a most important industry, as we have already explained, but would aid and abet a strong monopoly and combination or trust that are more than protected against the difference between the price of home and foreign labor by the present tariff, as you must know and realize when you are aware of the fact that we are obliged to pay \$7 to \$8 per gross for an A No. 1 first-class champagne cork.

Trusting that your deliberations may be favorable and redound in the greatest good to the greatest number of the loyal citizens of our great nation, of which we may justly be very proud,

THE DIAMOND WINE COMPANY,  
By H. D. M. COOKE, *Secretary.*



KELLEY'S ISLAND, OHIO, *January 4, 1897.*

COMMITTEE ON WAYS AND MEANS:

As consumers of champagne corks we beg to submit our protest against any increase of import duty on foreign-made corks. We have never been able to get American-made corks that we could use successfully in corking our wines. At the same time we ask for an unconditional specific duty on imported wines of not less than 50 cents per gallon.

KELLEY'S ISLAND WINE COMPANY.

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PHILADELPHIA, *January 6, 1897.*

COMMITTEE ON WAYS AND MEANS:

In the course of our business as manufacturing chemists we have occasion to use corks largely, our bills ranging from \$12,000 to \$15,000 per annum, and should the proposed new duty of 15 cents per pound be imposed in lieu of 10 cents per pound, as at present, the effect would be to advance the price very materially, as the manufacturers in this country, owing to such a prohibitory duty, would practically be masters of the situation, and there would be nothing to hinder their advancing the price to their enrichment without any possible advantage accruing to the consumers.

As your honorable body is no doubt aware, the cork industry in the United States is largely in the hands of a combination, and while we maintain that a reasonable duty should be imposed as protecting home manufacturers, feel that it is most unjust that they should have the excessive protection proposed. As you are well aware, there is nothing like so excessive a rate as 15 cents per pound imposed in any other country, the highest being that as required by Russia—4½ cents per pound—the rates in other countries being graded from that down to three-fifths of a cent per pound, the latter being imposed by Switzerland; and if the duty is to be changed, it would seem that 5 cents, or at least 7½ cents, per pound would be ample and as more than protecting the interests of the home manufacturers.

JOHN WYETH & BRO.

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CHARLOTTESVILLE, VA., *January 6, 1897.*

COMMITTEE ON WAYS AND MEANS:

We beg to petition you that the duty on imported hand-cut corks may remain undisturbed for the following reasons:

(1) As there is no corkwood grown in the United States, we consequently have no cork cutters and no competent judges of corkwood in this country.

(2) None but the machine-cut cork manufacturers will gain by the increased duty, and their products will not compare with the hand-cut corks of Spain.

(3) It will increase the price of hand-cut corks, but the United States Government will not profit thereby, as the importation of these goods would cease, and we would be compelled to use a cork that would greatly impair the value of our wines, from the fact that it would not and could not take the place of the hand-cut cork which we are now using, and which gives such universal satisfaction, but would lead to



the organization of a cork trust in this country, and we pray that your honorable body will take this matter into consideration.

MONTICELLO WINE COMPANY,  
A. RUSSOW, *Superintendent.*

I indorse the above.

WM. HOTOPP,  
*Pen Park Vineyards.*

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MILWAUKEE, WIS., *January 7, 1897.*

COMMITTEE ON WAYS AND MEANS:

Having been informed that there is a movement on foot to increase the duty on corks, and being large users of this commodity, we take the liberty of addressing you on the subject with the kind request to bring whatever influence you can to bear that the duty will not be increased. Any increase in the duty would certainly be a hardship on the brewing and bottling industry. We believe that the duty is already too high for the public good.

VAL. BLATZ BREWING COMPANY.

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CINCINNATI, Ohio, *January 19, 1897.*

COMMITTEE ON WAYS AND MEANS:

We take the liberty of addressing you upon the subject of the proposed advance in duty on corks. While we are strong advocates of protection of American interests and of American manufacturers, still it appears to us that to increase the present duty on this particular article would be detrimental to the extensive bottlers of mineral waters, wines, and whiskies of this country, to whom the fine-cut imported corks are an absolute necessity, for there can be no disputing the fact that it is utterly impossible to procure in this country a cork that will give the same satisfaction as the imported article.

We are large bottlers of the finest grades of wines and liquors and necessarily require a large quantity of corks, and we know whereof we speak when we claim that the imported article is vastly superior to our domestic machine-made goods.

Our present duty on corks is considerably in excess of that of any other country, and in our opinion to increase that duty would only benefit the members of the American Cork Trust, and on the other hand would be a positive hardship to all the large American establishments engaged in the bottling of pure mineral waters, etc. Under the circumstances the imported cork is a necessity, not a luxury, and we think the rate of duty should be fixed accordingly.

THE JOSEPH R. PEEBLES' SONS COMPANY,  
GEO. P. KERL, *Secretary.*

APPEALS FOR REDUCTION IN PRESENT DUTY ON CORKS.

HERMANN, MO., *January 2, 1897.*

COMMITTEE ON WAYS AND MEANS:

We take the liberty to submit our opinion in regard to corks and wines. With reference to corks, we beg to say that to the best of our knowledge the raw material for same, the cork oak, does not grow in



the United States, but must be imported under any circumstance, and any duty on the same will tend to increase the price of an article which we can not produce here in our own country; and as we shall always consider it the better policy to make the price of anything, which we can not raise or produce here at home, as low as at all possible to the consumer, i. e., the whole of the American people, we shall at all times be in favor of having no duty whatever on corks.

With regard to wines the case is entirely the reverse of the foregoing. In the State of Missouri we have at present a wine industry representing about 3,000 to 3,500 acres of grapes, with a yearly output of about 3,000,000 gallons of wine, and upon the above grape-growing and wine-producing home industry depends not alone the prosperity but even the existence of a very large number of our people. We have here mentioned only our own State, but, as you are well aware, we have quite a number of States besides Missouri, each one of which has more or less of an interest in the above business, from the same standpoint with us, i. e. the benefit of our own home industries. Anything at all, which will tend to cheapen or lower the price of imported wines, will have a depreciating effect on our own home product, by forcing us to compete with prices which are based upon wages at which our own people can not subsist, to say nothing at all about prospering. We are, therefore, convinced that the interests of the American wine industry demand a duty on wines sufficiently high to warrant absolute protection from any depreciating influence by imported wines.

The above being our candid, unbiased opinion, we hereby submit the same to the fair consideration of your committee.

STONE HILL WINE COMPANY,  
GEO. STARCK, *Proprietor*.

NASHUA, N. H., *December 15, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

It comes to our attention that the cork trust is making an endeavor to have the duty on corks increased to 15 cents per pound. Now, we do not wish to undertake to give you any information upon the subject, but we do not see wherein any American industry outside this monopoly will be benefited.

We are large users of fine corks and any advance in price would be a hardship to us. We believe the duty is already too high for the public good. After years of experience we are prepared to state that no one has ever produced an American-cut cork which we can use.

The price of labor tempts American manufacturers to use processes which ruin the cork for our business. We trust in your good offices for a proper adjustment of this matter in the interest of the millions instead of the few.

LONDONDERRY LITHIA COMPANY.

WASHINGTONVILLE, N. Y., *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We would most respectfully ask your consideration in making up Schedule N to the matter of corks. We are an old house in the bottling business and are very extensive bottlers, and find it positively



necessary to use Spanish hand-cut corks, and can not procure corks in this country that are as good.

Our industry is thoroughly American, as we make and grow all of our wines, and it is positively necessary that we use a fine imported cork in our business, and it seems somewhat of a hardship to pay a heavy duty on them. We most respectfully ask your kind consideration in this matter.

E. R. EMERSON,  
*Vice-President.*

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DAYTON, OHIO, *January 7, 1897.*

COMMITTEE ON WAYS AND MEANS:

As a new tariff is being formulated, we beg to petition for a reduction of the tariff on corks, of which we are large consumers. The hand-cut corks, which are imported, are superior to the machine-cut corks manufactured in this country, and for the reason that the cork business is not indigenous to this country, no vital harm to the general prosperity in this country would be occasioned by placing corks as well as cork wood upon the free list.

If you place a tariff on cork wood and a higher tariff on corks you aid a powerful combination of manufacturers to raise the prices of manufactured corks enormously, thus raising the cost of manufacture of our line of goods, as well as many others, thus making it more impossible to compete with foreign-made ginger ales, etc., which are very much favored as it is, in fact so much so that American goods of this kind can not compete now, much less so if the prices of corks are raised by high tariff.

SACHS-PRUDEN GINGER ALE COMPANY,  
EDWARD SACHS, *Manager.*

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COLUMBUS, OHIO, *January 7, 1897.*

COMMITTEE ON WAYS AND MEANS:

As large consumers of corks we take the liberty to petition your committee to reduce the present duty on corks, for we find that the consumers of the said article will be very much at the mercy of the American manufacturers if the present duty should remain, and with an increased duty they would certainly have everything their own way, and we humbly pray your committee to give the consumers reasonable protection.

THE L. HOSTER BREWING COMPANY.

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CINCINNATI, OHIO, *January 8, 1897.*

COMMITTEE ON WAYS AND MEANS:

The undersigned beg leave to appeal to you for a reduction in the rate of duty on corks. This article is, as you well know, of great importance to many branches of industry, and the price thereof is, in consequence of the present rate of duty, exclusively controlled by the powerful combination of manufacturers in this country. We understand that they, not satisfied with the present rate, desire even an increase of the same, and should they be successful in this they would



have an undisputed monopoly, as their only restraint, the competition of imported corks, would then be entirely removed. At the present rate of duty they already charge enormously high prices, greatly to the commercial injury of the consumers, which would fully justify the desired reduction, while an increase in the rate of duty would simply deliver the consumers, bound hand and foot, to the tender mercies of the manufacturers, having no restraint whatever by the shutting out entirely of any foreign competition.

THE WINDISCH MUHLHAUSER BREWING COMPANY,  
By H. MUHLHAUSER, *Vice-President.*

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BOSTON, MASS., *January 8, 1897.*

COMMITTEE ON WAYS AND MEANS:

We beg to draw your attention to the desirability (from a large consumer's standpoint) of reducing the present rate on corks, especially bottle corks, the price of which is out of proportion with the foreign market. As we do not raise any cork wood in our country we think the tariff on the same should be nominal only.

HABICH & Co.

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DENVER, COLO., *January 8, 1897.*

COMMITTEE ON WAYS AND MEANS:

The undersigned respectfully petition your honorable body for a reduction in the rate of duty on corks. Our object in writing to you is:

- (1) We use a considerable amount of corks.
- (2) We understand that there is a combination formed to prevent a reduction and to have the rate increased with no other object but to control the market.

THE NEEF BROS. BREWING COMPANY,  
By LON PFEIFFER.

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LOUISVILLE, KY., *January 9, 1897.*

COMMITTEE ON WAYS AND MEANS:

We ask your committee for a reduction in the duty on corks.

The American manufacturers have formed a combination (really a trust) and absolutely control the price of corks, and we are compelled to pay whatever prices they are pleased to ask. The only competition now is from foreign dealers, and should the rate be increased it would be adding just that much profit for the American combine at our expense, as dealers and bottlers, without increasing the revenue to the Government. If the price is raised 10 per cent or more it actually comes directly out of our pockets, for the reason that we can not add that apparently small increase in the cost of the corks to the price of our bottled goods, and yet in the course of time it amounts to quite a sum.

This combine of American manufacturers has grown immensely wealthy and are not entitled to any further protection.

LOUIS ZAPP & Co.



Communications of similar purport were received from Adam Dillman, of Milwaukee, Wis.; Philip Riley, of Taunton, Mass.; F. X. Schimpeler & Sons and Marion E. Taylor, of Louisville, Ky., and Koppitz-Melchers Brewing Company, of Detroit, Mich.

## FIRECRACKERS.

(Paragraph 323.)

### STATEMENT SUBMITTED IN BEHALF OF VARIOUS IMPORTING FIRMS.

WASHINGTON, *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned, importers of firecrackers, herewith respectfully urge upon your committee the adoption of the following amendments in Schedule N of the said tariff act of August 28, 1894:

In paragraph 323 expunge the words "50 per cent ad valorem," and substitute "3 cents per pound."

In support of the contention of the undersigned that the duty on firecrackers in the new tariff bill be made specific, instead of an ad valorem duty of 50 per cent, and that such a change would be highly beneficial to American manufacturers and in no way interfere with the home industries, we would submit the following:

Under the McKinley bill the duty was 8 cents per pound, but this duty proved to be prohibitive for a large number of cannon crackers usually imported, and if the duties were restored to this high figure the object of the new tariff (as far as this article is concerned) would be defeated, as it would tend to reduce the revenue instead of increasing it.

The present duty is 50 per cent ad valorem. A duty of 3 cents per pound is a good deal more on the average, but there is no doubt that the article can stand such a duty, which would be about 24 cents on a box of small crackers, compared to about 12 to 15 cents according to cost now.

We venture to express the hope that whatever is going to be done in the way of increase of duty on firecrackers that it may be kept private and not be published until the very last moment to avoid a repetition of the overimportation which happened in 1890. Many outsiders, as it will be remembered, were then speculating in almost any kind of merchandise, and as a result the revenues fell off under the McKinley act for several years.

By the time the new tariff bill will go into effect the trade for firecrackers (which is for the Fourth of July) will be over, and as long as there is any uncertainty about the duty not even the importers will care to carry a large amount of firecrackers over July 4.

GEO. O. GLAVIS, *Attorney.*

Representing Messrs. Champion & Staudinger, J. D. Bordlinger, C. V. Pustau, importers, New York.



**SMOKELESS POWDER.**

(Paragraph 325.)

**STATEMENT OF VARIOUS MANUFACTURERS PRAYING FOR  
AN INCREASE OF DUTY.**

JANUARY 7, 1897.

**COMMITTEE ON WAYS AND MEANS:**

We beg to lay before you for consideration the matter of duty on smokeless powder.

At present a specific duty of 8 cents per pound is imposed. This, in our opinion, should be increased to at least 15 cents per pound, and for the following reasons:

(1) Smokeless powder is essentially a luxury as far as individual buyers are concerned, and not necessary as a raw product for any manufacture.

(2) Its use in this country, other than for the Government, is strictly limited, being as near as we can ascertain in the aggregate not over, say, from 300,000 to 350,000 pounds per annum, or scarcely more than a product sufficient to maintain two or three small plants in economical operation.

It is absolutely essential, if plants are to be maintained for the manufacture of smokeless powder for the Government, that American manufacturers continue to receive as large a proportion as possible of the patronage of the commercial buyers in order that they may be justified in maintaining plants for the manufacture of military powder. It is not necessary to speak of the importance of the development of smokeless military powders in this country because it has already been fully discussed in the several reports of the different departments.

The present low duty permits foreign manufacturers to sell to their limited trade abroad smokeless sporting powder at very good prices and to dispose of their surplus in this country at practically their mill cost, plus cost of freight, in order to keep their works running economically. Hence our request for consideration of the matter of increased duty.

E. I. DU PONT DE NEMOURS & Co.  
LAFLIN & RAND POWDER COMPANY,  
J. A. HARDREL, *President*.

**MATCHES.**

(Paragraph 326.)

**VICE-PRESIDENT HAMELL, OF THE NEW JERSEY MATCH COMPANY,  
CALLS ATTENTION TO JAPANESE COMPETITION.**PHILADELPHIA, PA., *January 4, 1897.***COMMITTEE ON WAYS AND MEANS:**

Our city of Camden has four large match factories, employing more than 500 hands, with an aggregate capital of \$450,000. To-day but one plant is running, and that one is losing money, and all because foreign matches are being imported into the United States at a cost of 20



cents per gross from Japan, when it costs us 40 cents per gross to produce them here. I speak of the most salable size—the small box containing 60 matches to the box.

The Diamond Match Company has erected at Liverpool a large plant costing \$1,000,000, and they are satisfied to have the present Wilson tariff. We are not connected in any manner with trusts or pools, but we can not compete with the pauper labor of Europe.

H. B. HAMMILL,  
*Vice-President New Jersey Match Company.*

## CARTRIDGES.

(Paragraph 327.)

### STATEMENT SUBMITTED BY MR. ARTHUR BRITTAN, OF PITTSBURG, PA., OBJECTING TO HIGHER DUTY.

PITTSBURG, PA., *January 2, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Recognizing your ability and fairness, we would like to bring to your attention one of the most objectionable trusts and their methods of doing business at an immense profit to themselves, of over 100 per cent—the Cartridge Trust, made up of the Winchester Cartridge Company, Union Metallic Cartridge Company, and United States Cartridge Company, who have combined to sell their goods at a profit of over 100 per cent by making every large dealer who handles these goods in the United States sign a yearly contract agreeing to pay them a certain price for their goods and at the same time binding themselves to buy no goods that can compete with the line of goods made by these houses. On condition that this contract is carried out they receive an extra discount or salary, which is paid at the end of the year or forfeited if at any time during the year they should buy any other line of goods similar to those made by the trust. The duty on these goods from Canada or elsewhere being 35 per cent, together with the introduction of their trade, which they have held by refusing to allow their patrons to buy elsewhere, they are enabled to keep out foreign competition.

The price made on rim cartridges by them to the trade is at a regular list, less 50, 10, and 5 off, and, in addition to this, the salary offered amounts to another 10 per cent, making price the wholesale merchant can buy at 50, 10, 5, and 10 off. The Dominion Cartridge Company, of Canada, makes a similar line of goods, and, in order to merely meet competition and allow the duty of 35 per cent, it is necessary to sell these goods in Canada at 70 and 10 off the same list, and at this price the American merchant can buy all he may desire. Instead of paying a duty on 70 and 10 off the Government demands a duty on these goods at same list at 60 off, which is certainly wrong and harsh. The Dominion Cartridge Company, in order to sell its goods in this country and overcome the prejudice that this trust has raised against its goods, not only has to meet the prices of the trust, but, to introduce its goods, offers an inducement.

We therefore ask that these matters be taken into consideration, and, when you consider the duty of 35 per cent is added to each \$4 instead of being added to \$2.85, you will see the hardship imposed



upon those dealers of these goods who wish to buy abroad. By examining into the amount of duties received on this line of goods you will find that it is very small, while, if what we ask is granted and the duties are added to the price we can buy from our Canada neighbors, a very much greater amount of money will be received by the Government. By so doing the trust would suffer loss in its profits, but every dealer and sporting man would be enabled to buy his goods at a fair price.

ARTHUR BRITTAN,  
*Of Brittan, Graham & Mathes Co.*

## BLASTING CAPS.

(Paragraph 327.)

### THE METALLIC MANUFACTURING COMPANY, OF NEW YORK, ASKS FOR SPECIFIC DUTY PER GRAM OF COMPOUND.

NEW YORK, N. Y., *December 29, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We desire to call your attention to the following facts in regard to blasting caps or detonators, section 327 (which are used for mining, engineering, and artillery purposes, especially for firing dynamite and gun cotton):

(1) It takes to make 1,000 No. 3 blasting caps just 1 gallon of 188 degrees alcohol (combined with other ingredients), whether made in this country or Europe.

(2) The internal-revenue tax on these 1,000 No. 3 blasting caps is on 1 gallon proof spirits 100 degrees, tax \$1.10; 88 degrees above proof added, 97 cents; which makes the tax on 1 gallon 188 degrees alcohol \$2.07.

(3) The foreign manufacturers pay no internal-revenue tax on alcohol.

The Wilson bill gave us a specific duty of \$2.07 per thousand caps, which on the No. 3 is the exact offset of the internal-revenue tax, and is equal to a trifle over three-eighths of a cent per gram of chemical compound contained in each cap. This takes no account of the varying sizes of caps, and puts us to a great disadvantage in regard to caps which are larger than No. 3 and contain more alcohol. We therefore desire your committee to make a specific duty of seven-sixteenths of a cent per gram of chemical compound on all blasting caps.

The No. 3 cap contains 540 grams, the No. 4, 650 grams of compound, and so on up. The duty on the No. 3, at seven-sixteenths of a cent per gram of compound, would be \$2.36 per 1,000 caps, affording us a protection of only 29 cents per 1,000 caps.

THE METALLIC CAP MANUFACTURING COMPANY.

## MUSICAL INSTRUMENTS.

(Paragraph 326½.)

### STATEMENT OF MR. R. B. GREGORY, OF CHICAGO, ILL.

MONDAY, *January 11, 1897.*

Mr. GREGORY said: Mr. Chairman and gentlemen of the committee, I will not take two minutes. I am here representing the importers and manufacturers of musical instruments. I am not asking for any increase



or decrease in the duties on those goods. In the bill of 1890 the clause relating to musical instruments was stricken out and the goods then came in under the basket clause, and that caused demoralization. It allowed the goods to come in at different rates at different ports.

We ask that paragraph 326½ be allowed to remain substantially as it is, you gentlemen setting whatever rate of duty you see fit. We do not ask for a higher or lower rate of duty. I, especially, as one of the largest manufacturers of musical instruments, am willing you should put on any rate of duty you see fit.

The CHAIRMAN. You regard the present rate of duty as sufficient?

Mr. GREGORY. Yes, sir; that is satisfactory.

The CHAIRMAN. For the purposes of revenue and other purposes?

Mr. GREGORY. I would only make this suggestion: If you advance the duty you advance it to 35 per cent, because if a smaller advance is made it falls on the importer. A smaller advance would be too small to add to the selling price and it would fall on the importer.

The CHAIRMAN. Are you speaking for manufacturers or importers?

Mr. GREGORY. Both, being both myself.

Mr. Gregory filed the following petitions from musical-instrument importers and manufacturers in New York and Chicago:

#### MUSICAL INSTRUMENTS.

*To the honorable Committee on Ways and Means:*

The tariff act of 1890 did not specifically mention musical instruments.

The goods, therefore, had to come under general clauses and pay duty according to the material of chief value. This caused a great deal of confusion and permitted unfairness in classification.

The tariff act of 1894 mentioned musical instruments specifically as follows:

"326½. Musical instruments or parts thereof (except pianoforte actions and parts thereof), strings for musical instruments not otherwise enumerated, cases for musical instruments, pitch pipes, tuning forks, tuning hammers, and metronomes, twenty-five per centum ad valorem."

and under this clause all importers in all parts of the country are treated alike.

The undersigned importers and manufacturers of musical instruments beg to say that they do not care what rate of duty may be imposed by the proposed new tariff but do urgently request your committee to make the rate plain and unequivocal by giving the goods a paragraph in the act substantially as above.

THE WILLIAM TONK & BRO. CO.,  
CHARLES J. TONK, *Vice-President*,  
(And 19 others.)

Similar petitions, with an aggregate of 42 importers and manufacturers of musical instruments in Boston, New York, and other places, were received by the committee.

#### BARREL ORGANS.

(Paragraph 326½).

#### MEMORIAL OF CITIZENS OF TONAWANDA, N. Y., RELATIVE TO THE TONAWANDA BARREL ORGAN FACTORY.

TONAWANDA, N. Y., *January 1, 1897.*

*To the Chairman and Members of the Ways and Means Committee.*

GENTLEMEN: We, the undersigned employers, residents in the immediate vicinity and citizens of Tonawanda, N. Y., would most respectfully represent to your committee that during the summer of 1893 Eugene de Kleist began the manufacture of barrel organs at North Tonawanda, N. Y., under the style The North Tonawanda Barrel



Organ Factory, and invested a large amount in premises, buildings, machinery, and appliances for such manufacture; that previous to that time the manufacture of barrel organs had not been conducted in this country, as your petitioners are informed; that until the fall of 1894 said factory employed a large number of men, most of whom were skilled mechanics; that since the fall of 1894, owing, as it is alleged, to inadequate tariff protection, the business of said factory has decreased and the number of employees has been reduced until now only from twelve to twenty are there employed.

Your petitioners are informed that Mr. de Kleist contemplates applying to your committee for a recommendation for increased tariff protection for his products. We ask your serious consideration of his case, as the closing of this industry would mean loss to our country as well as to the community in which it is located.

The memorial is signed by Benj. L. Rand and 300 others.

**AFFIDAVIT OF WILLIAM HERSCHELL.**

I, William Herschell, of New York City, presently residing at North Tonawanda N. Y., would beg to make the following statement under affidavit:

Since May, 1893, until recently, I held the agency for carousel organs, playing by mechanical device, as manufactured by the North Tonawanda barrel organ factory, Eug. de Kleist, proprietor, of North Tonawanda, N. Y. I carried on my business at Bridge street, and later on at corner Whitehall and Pearl streets, New York City. This manufactory is the only one of its kind in this country. The industry is new to the United States.

In my efforts to introduce these musical instruments I found the competition from foreign countries, after the present tariff law came in operation, was so keen and powerful that it was impossible to compete with importers. The result was I was unable to do business and had to retire. The loss financially was very heavy.

I am of opinion a higher tariff giving better protection would be the means of fostering and building up this new industry in our country, because prospective purchasers readily admitted the instruments I offered for sale were equal to, and in certain points superior to, the imported article, but preferred to buy in the cheaper market.

WM. HERSCHELL.

Subscribed and sworn to before me, a notary public in and for Niagara County, this 9th day of January, 1897.

[SEAL.]

BENJ. L. RAND,  
*Notary Public, Niagara County, N. Y.*

**ENTITLED TO RELIEF.**

WASHINGTON, D. C., *January 6, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

Mr. Eugene de Kleist of Tonawanda, N. Y., is the proprietor of the only barrel organ manufactory in this country. By barrel organs in this connection is not necessarily meant street organs, but more especially orchestrions for private houses, libraries, boats, halls, pleasure resorts, places of amusement, etc., there being one orchestrion in New York City which cost \$34,000 and was imported from Germany.

It is estimated that since the Wilson bill went into effect the annual importation into the United States of this class of musical instruments has been about \$250,000, being brought from Germany, France, England, and Austria.

Mr. de Kleist established his manufactory at North Tonawanda in 1893, and was doing a prosperous and rapidly increasing business until the passage of the Wilson bill. All the raw material used in the manufacture was produced in this country. Under the McKinley tariff of



35 per cent this establishment was in a fair way to build up a new industry at the expense of foreign countries. There is no reason why under a proper tariff these goods should not be manufactured entirely in the United States. From the date of the passage of the Wilson bill the customers of Mr. de Kleist stopped ordering from his establishment and went back to the importers.

Mr. de Kleist was forced to discharge his large force of skilled artisans, retaining only twelve hands, and these have not been working full time, but only as an occasional order presented itself.

This is an entirely new industry in the United States. Before Mr. de Kleist began the manufacture these goods were all imported, and necessarily must continue to be unless a proper duty is placed upon foreign makes.

Mr. de Kleist has paid his workmen from three to five times as much as is paid the labor in Germany which makes the same instruments.

For some reason, which I have been unable to ascertain, while the McKinley duty on musical instruments was 45 per cent, yet an arbitrary ruling was made in the case of barrel organs and orchestrions of 35 per cent, which never was sufficient to really encourage the industry. It would seem that barrel organs and orchestrions should be classified under a 45 per cent specific tariff.

I have ventured to write you thus at length, because it would seem that Mr. de Kleist is entitled to fair and just protective relief.

WARNER MILLER.

## BAND INSTRUMENTS.

(Paragraph 326½.)

### STATEMENT SUBMITTED IN BEHALF OF THE HENRY DISTIN MANUFACTURING COMPANY.

WILLIAMSPORT, PA., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Prior to formulation of the McKinley bill I had a consultation with the then chairman of the Ways and Means Committee, Hon. William McKinley, relative to the subject of a protective tariff on brass band musical instruments. The facts I presented to him at that time were sufficiently strong and convincing to warrant an increase in the tariff bill subsequently submitted to Congress, known as the McKinley bill, and which gave to the manufacturers of brass band instruments the protection sought by them and which is absolutely necessary to the successful continuance of this industry in this country.

This protective tariff, however, was greatly reduced by the passage of the "for-revenue-only" bill, and known as the Wilson bill, which succeeded in not only almost bankrupting the National Government of the United States and impairing its credit abroad but also succeeded in closing many of the largest and best industries of the United States, entailing misery and suffering throughout the land.

The industry which I represent has not been an exception. It was only through a great reduction of wages, a reduction of forces, and a reduction of time that we succeeded in weathering the panic following the passage of the Wilson bill.

What we now require to place us again in a position to successfully operate our plant and restore to our mechanics the wages due America's skilled workmen is a protective duty of 50 per cent ad valorem on brass



band instruments and parts thereof, finished or unfinished. The ground upon which we are warranted in asking this duty is the difference in wages paid to this class of workmen in this country and abroad.

To the skilled workmen in our employ we had paid, prior to the passage of the Wilson bill, the sum of \$3.33 per day, for this same class of labor abroad from 90 cents to \$1.15 a day is paid.

In the construction of a brass band instrument it is the labor that enters principally into its cost, about 90 per cent representing labor, the balance material. In speaking to one of our best workman a short time since who has worked in many of the factories in Europe, he stated that the very best wages he or the best makers of instruments could command abroad was from \$5 to \$6 dollars per week. To these artisans we have been paying \$20 per week.

You will therefore readily see that in asking 50 per cent duty we ask for nothing unreasonable, only sufficient to enable us to pay our workmen fair wages and a chance to at least compete with the foreign manufacturer for a portion of the business of this country.

We respectfully submit the foregoing facts to you for the consideration of your committee, trusting that they will meet with the consideration due them by a committee striving to reopen and revive industries paralyzed by the adoption of laws savoring of free trade and revenue-only ideas.

BRUA C. KEEFER,  
*General Manager, Henry Distin Manufacturing Company.*

## OCARINAS.

(Paragraph 326½.)

MILLERS CORNERS, ONTARIO COUNTY, N. Y.,  
*December 31, 1896.*

### COMMITTEE ON WAYS AND MEANS:

I am the manufacturer of a musical instrument made of clay called the ocarina. I was the first to introduce it in this country, and it has cost me a great deal of time and money.

Under the McKinley tariff it was fairly remunerative, but under the Wilson reduction of tariff I was compelled to discharge all my hands, as the potters of Europe, working at that business, receive only \$3 or \$4 per week. You will see that no American laborer can compete with those prices.

I therefore ask your honorable body to consider my case in readjusting the tariff. Under the McKinley tariff these instruments were introduced as decorated earthenware, but under the Wilson tariff they were imported as musical instruments.

RUDOLPH TESCHNER.

## PIANO ACTIONS.

**WESSELL, NICKEL & GROSS, OF NEW YORK, ASK TO HAVE THEIR  
INDUSTRY SPECIALLY ENUMERATED.**

NEW YORK, *January 11, 1897.*

### COMMITTEE ON WAYS AND MEANS:

We desire to call to your notice that piano actions are not specified in the present tariff. It is certainly a manufacturing industry of considerable importance, and should have recognition in the bill you are now



preparing to avoid possible errors in the customs. Piano actions being made of metals, woods, felts, cloths, etc., might be passed as musical instruments; metal, chief value, 45 per cent, or manufactures of wood, 35 per cent. Therefore we respectfully request to be classified in your tariff schedule as piano actions, at a rate of duty not less than 45 per cent.

WESSELL, NICKEL & GROSS.

## FEATHERS.

(Paragraph 3286, and free list, paragraph 477.)

### SAMUEL WILLS & CO., OF CINCINNATI, OHIO, SUBMIT SUGGESTIONS AS TO RATES AND CLASSIFICATION.

CINCINNATI, OHIO, *January 11, 1897.*

DEAR SIR: We write you this letter regarding a change in the tariff on feathers, which we believe would be beneficial to the home products.

There are large quantities of feathers and downs for bedding purposes imported, most of which come in free of duty. A large proportion of these feathers are collected in China, taken to Germany, partially cleaned and all the down taken out of the feathers, and the product sold as feathers or down. The feathers are of a very low class indeed. Many feathers are imported from other parts of Europe and they are all of very low grades. Just why this poor trash should be allowed to come into the country and compete with the American product, is what has always been a mystery to us. There is quite a large business done in feathers and downs, and the home product is suffering at the hands of this foreign trash.

While we believe that feathers of a certain grade, so-called "dressed" feathers, are dutiable, we are under the impression that very few come in in other than the "crude" state, even though they may have been partially "dressed" or cleaned.

We are not experts in the making of tariff rates, but our views are as follows: A great many of the feathers imported into this country are colored duck feathers, either sent direct from China or via German ports. If coming from China, they are very dirty; if from German ports, they have been partially cleaned and all the down extracted from them. These feathers range in price from 15 to 25 cents per pound, as to quality. Our domestic colored duck feathers, far superior to the foreign duck, are worth 25 cents. They can not compete with the foreign duck. We think there should be a specific duty of at least 10 cents per pound on the imported duck feathers. There are also large quantities of so-called white goose feathers imported from abroad, of a very low grade, from which the down has all been extracted. Prices on the white goose, imported, range from 20 to 35 cents per pound. Our domestic white goose feathers, far superior to the imported, are now worth 35 cents per pound. In our experience of thirty years in the feather business, we have never known domestic feathers so low in price as they are at present. We believe there should be a specific duty of 10 to 15 cents per pound on imported goose feathers. Large quantities of so-called gray down are imported into this country at prices ranging from 30 to 50 cents a pound. They are largely adulterated with chicken down of little value. Also considerable quantities of white goose down are imported, ranging in price from 60 cents to \$1. We believe there



should be a specific duty on these goods of at least 20 cents on the gray downs and 30 cents on the goose downs.

We believe that a duty on feathers will enhance the value of domestic feathers to the farmer and that the farmer will get the benefit.

SAM'L WELLS & Co.

### AMERICAN MANUFACTURERS UNDERSOLD.

NEW YORK, *December 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

We would respectfully call the attention of your committee to Schedule N, paragraph 328; also to free list, paragraph 477, "feathers and down for beds," which compels us and other manufacturers of feathers and down for beds to compete with Asiatic and European labor.

We import most of our feathers from China in the raw state, from which we extract the down and dress the feathers for the trade, the same as Europeans, but with their cheap labor, as well as in China, they can dress and extract the down much cheaper than we can; therefore they come and undersell us in our own market, whereas if we had a small protective duty of, say, 20 per cent ad valorem we could be better able to compete with them and hold them back, and give our American labor the benefit of same.

INTERNATIONAL FEATHER AND DOWN COMPANY,  
C. DU BRUL, *Treasurer.*

### ARTIFICIAL FLOWERS.

(Paragraph 328.)

#### STATEMENT OF MR. J. A. COLLET, OF NEW YORK CITY.

MONDAY, *January 11, 1897.*

MR. COLLET said: Mr. Chairman and gentlemen of the committee, here are some artificial flowers [exhibiting sample of artificial flowers]. There are 250 and upward of manufacturers who were engaged in this industry. The wages which are taken away from American labor in this industry by reason of inadequate protection amount to \$2,000,000 per year. This industry has never been presented to Congress because when I came to this country, twenty-six years ago, those engaged in this business found ample protection in the slow means of transportation which then existed. That was all the protection they wanted then. Now our case is different from many you have heard or perhaps will hear. Our raw materials during the McKinley law bore a duty of 50 and 60 per cent. Under the present tariff bill the raw materials have averaged a duty of 42½ per cent. The goods here [exhibiting] are imported upon a basis of 35 per cent.

MR. DOLLIVER. What are your raw materials?

MR. COLLET. Silk, satins, velvet, plushes, very fine muslin, etc. Even these raw materials [exhibiting samples] are French makes. They control the making of these goods. These goods have been made in certain families for generations and we can not touch them. Every flower manufacturer that produces a leaf has to buy these goods. We can not import these goods at the schedule rate of 40 or 50 per cent because they are colored goods.

MR. PAYNE. Your trouble, then, is getting your raw materials?



Mr. COLLET. Yes. Our raw material has to pay a duty of  $12\frac{1}{2}$  per cent more than our flowers are allowed. Here is a sample of nainsook which costs 90 cents a yard in New York. It is used for making flowers. Here is an article made from it. Here is the imported article and here is my imitation [exhibiting samples].

I have been long in business. Other manufacturers have been driven out of the business because, even making a fine grade of goods, they have been importing more and more, and we can not touch this cheap class of stuff, and many have been driven out of the business. To-day we have not a flower maker that knows her profession that did not get more in 1874 or 1875. It is entirely a luxury.

The CHAIRMAN. Do you desire the duty of 50 per cent as provided in the act of 1890?

Mr. COLLET. We want it. Our raw material will be 50 and 60 also, and the labor in making the article is at least 60 per cent. There are factories enough in the United States to-day to supply all the consumption of this country.

Mr. TAWNEY. Do you import all your raw material?

Mr. COLLET. Ninety per cent of it. There is nothing that allows undervaluation any more than this. Here is an article [exhibiting] I am now manufacturing that can be retailed for 15 cents. There is no telling whether it is worth 15 or 12 cents unless a person is expert in the matter. The Government has just recovered \$15,000 from one concern by reason of undervaluation.

The CHAIRMAN. Would it be practicable to frame a specific duty covering this?

Mr. COLLET. Allow me to mention this point, because I want to bring that up in reference to a specific duty. The specific duty means this: It will amount to about 150 per cent on some goods and not above 25 or 40 per cent on the finest goods. These fine goods we are willing to let come in, because they are specialties. They are works of art. All other classes of goods we can make. We want this fine class of goods to come in.

The CHAIRMAN. I see that the importations were but \$200,000 more in 1896 than in 1893, and yet the revenue fell off \$170,000.

Mr. COLLET. I want to call your attention to that, Mr. Chairman, that while the imports have been increased, that the goods became so cheap—

Mr. TAWNEY. Since 1894, due to the reduction of wages of those employed in making them.

Mr. COLLET. Yes, sir; considerably.

Mr. McMILLIN. What is the other element of cheapness?

Mr. COLLET. Chinese labor on the other side. It is hard for us to compete with that poorly paid labor. We have decreased our labor 50 per cent in the last few years. Our employees are not making over \$5 a week and not working over three months a year. We had five years ago 380 employees. This year I think we are working about 50 or 60.

#### STATEMENT SUBMITTED BY MR. J. A. COLLET, PRESIDENT OF THE ARTIFICIAL FLOWER MANUFACTURERS' ASSOCIATION.

NEW YORK, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The artificial flower manufacturers of America urgently call your attention to correct the discrimination which has heretofore existed against American manufacturers. The present tariff charges on imports



of finished flowers, 35 per cent, and on materials for making same, an average of 42½ per cent; discrimination 12½ per cent. The tariff law of 1889 on artificial flowers was 50 per cent, raw materials 50, and 60 per cent on some particular materials, viz, silk fabrics, thereby also discriminating. While the above-described discrimination refers only to what is known to flower manufacturers as their raw material, it is important to state that the discrimination against the cost of labor is considerably larger. The average pay in America to flower makers is fully double what it is in France and nearly twice what it is in either Germany or England.

We ask for a specific duty of \$18 per pound instead of an ad valorem duty, because artificial flowers are articles which greatly facilitate undervaluations which have occurred in the past, and which we have reasons to believe will continue to occur.

The imports, taken from statistics, have increased nearly 50 per cent in 1895 compared with 1894—1894, \$1,604,327; in 1895, \$2,397,789, in foreign values.

#### STATEMENT OF FACTS.

(1) Imports have increased on account of discrimination and undervaluation.

(2) Twenty thousand wage earners are dependent upon this industry.

(3) There are over 250 manufacturers awaiting the action of your committee, all of which are not putting out more than 33 per cent of their present facilities.

(4) It is an impossibility for flower manufacturers to form either combination or trust.

(5) Child labor is considerably utilized in Europe, which is a paramount cause for cheap flowers being imported into this country.

(6) Artificial flowers are articles of luxury and strictly hand-made goods.

(7) Every female from the age of 14 upward does not spend more than 50 cents each year for artificial flowers.

(8) Flowers, fruits, grains, etc., represent wholly 80 per cent of the imports of paragraph 328 of the present tariff law.

(9) Cost of flowers is, labor 60 per cent, materials, etc., 40 per cent.

(10) Materials for making flowers are silks, satins, plushes, velvets, velveteens, and muslin of very fine grades, also numerous other materials, all of which are specially made for flower manufacturers.

(11) About 30 importers now control this business instead of 250, and in the near future more manufacturers should divide this business and give an immense quantity of labor to American wage earners.

(12) A specific duty should prevail so as to avoid undervaluations and prevent the importation of pauper-made flowers, and at the same time allow the income of the Treasury from this article to remain about the same as at present by the imports of very fine flowers of several foreign specialties, inclusive of the anticipated increase of imports of flower makers' materials.

(13) Artificial flowers, whole or parts, fruits, grains, peeps, etc., composed of material whatsoever, suitable for millinery, confectioners, and decorations of all descriptions, should be a separate paragraph and be separated from feathers, because of the great differences in their respective natures and so named raw materials; besides, flowers and feathers are manufactured by separate makers and constructed by entirely different processes, and have no relations whatsoever in their shape or form, nor any comparisons in the raw.



(14) Artificial flowers imported in whole or parts attached to any article whatever should pay its rate of duty separately from the article thereto attached, except when imported on pattern bonnets of value not less than \$15 each, foreign cost.

(15) This industry having never been presented to Congress before, therefore, will necessitate the careful representation of the nature of the goods above referred to.

J. A. COLLET, *President.*

### RUBBER TUBING.

NEW YORK, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The rubber tubing of all sizes, used by artificial-flower makers, toys, medical, and other industries, we make. This rubber pays now 25 per cent duty ad valorem. The rubber substitute which goes to make up this article is also 25 per cent. The composition of this article is: Rubber substitute, 25 per cent; pure rubber gum, 25 per cent. We ask for a duty of 25 cents per pound on this article, and we ask for rubber substitute to be placed on the free list.

The above rate should be alike on colored and uncolored rubber.

MILLOT BROTHERS.

### JEWELRY.

(Paragraph 336.)

#### STATEMENT OF HON. E. A. MORSE, A REPRESENTATIVE FROM THE STATE OF MASSACHUSETTS.

MONDAY, *January 11, 1897.*

Mr. MORSE said: Mr. Chairman and gentlemen of the committee, there are several gentlemen here representing the great jewelry industry of Massachusetts, and I trust that the committee will hear them for a few minutes. I prefer, in lieu of the time I might be allowed, to yield to those gentlemen.

I would say, by way of introduction, that there are two towns in my district, Attleboro and North Attleboro, containing 15,000 people, and the only business of those two towns is the business of manufacturing jewelry. There is estimated to be invested in the manufacture of jewelry in the towns of Attleboro, North Attleboro, and Mansfield—an adjoining town—\$17,000,000. The present duty is an ad valorem duty, and from the nature of the goods it can not be changed to a specific duty; and the present duty is too low. We ask an increase, and if my friend Mr. McMillin was here I would call his attention to the importations for the fiscal year ending June 30, 1896. If he will look at the importations for that year, he will see that notwithstanding the depression in business the enormous quantity of \$228,737.91 worth of jewelry was imported from abroad into this country. These manufacturers are suffering greatly from this foreign competition, and the business is paralyzed and these factories are closed, or, if not closed, they are running on part time, and the workmen are out of employment in consequence. This has resulted from the lower duty placed upon jewelry.



I want to say, or emphasize the fact, that jewelry is given an ad valorem duty and it can not be changed to specific duty. Under the McKinley bill the duty was 50 per cent ad valorem. That seemed to be adequate at that time before the tide set in, but now the tide having set in, my constituents have found it is not sufficient and that it should be largely increased.

I also desire to call attention of the committee to another fact, namely, that these manufacturers are suffering greatly from the present classification of jewelry, it being admitted largely under other classifications, so they are largely defrauded. I will ask the gentlemen following me to describe that. No matter what the duty might be, even if it were put at 200 per cent, if it attempted no other classifications it would not help this matter much.

Mr. HOPKINS. Can not a large part of this jewelry be brought in under specific duties?

Mr. MORSE. I think not. It is so varied—cuff buttons, sleeve buttons, hat pins, breast pins, etc. It is not feasible to bring it under specific duty. I ask the indulgence of the committee to hear one or two of these gentlemen, or at least one gentleman, Mr. Thresher.

#### STATEMENT OF MR. H. G. THRESHER, OF PROVIDENCE, R. I.

MONDAY, *January 11, 1897.*

Mr. THRESHER said: Mr. Chairman and gentlemen of the committee, in behalf of the manufacturing jewelers of Providence, R. I., and the Attleboros, I was sent here to make plain to you the present condition of our business.

This business has never been before this committee or any similar committee. Therefore it may be interesting to know something of the magnitude of it and what it means to our section of the country. In the Attleboros there are 16,000 people, and this is the only industry of those towns. Consequently, if this business is dull or depressed, the people are entirely out of work and have no means of earning a livelihood. In Providence, R. I., one person in every ten is dependent upon this business, and we have 350 manufacturers in the business. In Providence and the Attleboros and a few neighboring towns practically the whole jewelry that is manufactured in this country is made. There is a manufacturing center in Newark, N. J., but outside of that place everything in the jewelry line is made in our towns. It is therefore of vital importance that we keep our help and live under conditions so we can keep them employed. We ask, therefore, that we have a new classification, so that jewelry may be imported as jewelry, never mind what the rate may be; and also that you give us an increased rate of duty.

In support of this proposition we circulated a petition in two and one-half days, obtained 201 signatures of importing jewelers, and 3,443 names of jewelry workers. If we had had two and one-half days more, we could have got every manufacturing jeweler in Providence and the Attleboros, and every wage earner engaged with us in that industry, to sign this petition. We had to stop circulating it because the time was short, and we felt we had to be here in order to obtain a hearing.

I would first call your attention to the classification throughout the country as jewelry.

Mr. McMILLIN. Of what are they made?

Mr. THRESHER. The base metal?



Mr. McMILLIN. Yes.

Mr. THRESHER. German silver or brass.

Mr. McMILLIN. What rate do you ask?

Mr. THRESHER. If we had 75 or 100 per cent ad valorem it would hardly protect us. It is a pretty hard thing for our labor, living as our folks do. Our girls earn on an average from \$5 to \$9 a week, according to how smart they are at their particular line, and the labor that they have to compete with is labor that wears calico dresses, and if they go out of doors a shawl must act as a bonnet and a cloak. So you see our girls can not compete with that labor. If you give us a rate adequate to properly protect, if it is ad valorem, it must appear to you, gentlemen, as being high. A great deal of the goods made by our people come in under the metal classification, under 25 per cent ad valorem, whereas the next article, the identically same thing, comes in as jewelry and pays a 35 per cent duty. What we ask is to give us a classification that will bring everything in the jewelry line into this country as jewelry, making it pay a uniform rate. In support of this plea for a new classification if you would look at them, I could show you a line of goods made by a Mr. Kent who has a manufacturing jewelry establishment and has his line here as he makes it and sells it direct to the retail trade, and you can see that the goods are classified under Schedule C, which provides that pins with solid or glass head, hair pins, safety pins, and hat, bonnet, shawl and belt pins, not commercially known as jewelry, shall come in at 25 per cent ad valorem. We would like to show that this is jewelry. It is made by our manufacturing jewelers, made by the jewelers at the Attleboros in jewelry shops, sold by them to the wholesale jewelry trade, and known as jewelry.

Shall we give our people here labor, or shall we let this kind of goods be made abroad and brought in here? Here is the line of goods as this gentleman shows them to the trade [exhibiting jewelry]. He is offering these goods to the trade, to the wholesale jewelers, and these goods have been coming in and are coming in under Schedule C and paying only 25 per cent duty—these hat pins, brooch pins, dress buttons in varied forms, and stick pins. They are all coming in under only 25 per cent ad valorem.

I have here some stick pins. They are under that classification imported as stick pins. [Exhibiting samples.]

Mr. DOLLIVER. Paragraph 170 of the metal schedule.

Mr. THRESHER. I don't know the number.

Mr. PAYNE. Yes; paragraph 170.

Mr. THRESHER. In these two or three trays is to be found everything under that classification. Please bear in mind for a moment that this is the line of only one manufacturer. I could bring you forty-odd manufacturers with the same or similar lines.

Mr. DOLLIVER. Have you suggested a classification that would correct the evil of which you speak?

Mr. THRESHER. We have, and we will leave the classification which we hope will remedy the evil. What we ask is that jewelry shall come in as jewelry, and not as hat ornaments or millinery ornaments or dress buttons.

Mr. McMILLIN. What rate of duty would jewelry bear under your suggestion?

Mr. THRESHER. I think if we had 75 per cent ad valorem it would of course help us. It would not be prohibitory by any means. If you



want to make a prohibitory duty, you would have to give us 100 to 125 per cent ad valorem. Now, take that article. It is hard enameled, and there is a great deal of labor on it. If you leave it plain, it is one thing, and if you color it with gold or silver it changes the value so that you will see you could not well make a specific duty. Here is everything in this one line that comes under that metal schedule. You can see that this is jewelry. We simply ask justice at your hands.

Mr. PAYNE. Suppose in paragraph 170 we should designate pins with solid heads and put a duty on those, and then put all other classes of pins under jewelry; would that meet your idea—that is, put pins with solid heads at so much and all other pins as jewelry at so much?

Mr. THRESHER. Well, I think, Mr. Payne, if we had a classification the same as we have outlined here it would fully meet the case. If we had a classification like that, and have the appraisers understand that jewelry is jewelry and not hat ornaments or anything of that sort, I think there would be no trouble about the classification, and you would relieve us of a great deal of inconvenience and loss of trade. If we could, we would like to have our jewelry business combined so it could come under the one schedule.

The CHAIRMAN. Your suggestions are embraced in your paper?

Mr. THRESHER. Yes, sir. You can see that it is of vital importance to us that we have jewelry classified as jewelry, and that one factory should not be protected at the rate of 35 per cent ad valorem and its neighbor protected at the rate of 25 per cent. It seems so simple an act of justice toward us that we feel that you can not fail to grant us what we ask.

Mr. PAYNE. We should have to change paragraph 170.

Mr. THRESHER. Yes, sir.

I want to call your attention to one other point. I will only take about a minute to do it. We have manufacturers who make rolled-plate seamless wire. We have three concerns of this kind in Providence, and \$600,000 invested. They send that wire to Europe and it is made into rope chain at 13 cents per foot, while our people can not make more than 3 feet per day. Girls, and by girls I mean women from 20 to 40 years old, do this work. That is the best they can do, if they are very smart. That chain is made in Germany at 13 cents per foot. Five concerns in the Attleboros in the last six months have used 112,500 feet of that chain, an equivalent in our towns of \$45,000 alone for labor. That would be equivalent to keeping 125 girls steadily at work for one year. That is what the five concerns have done in the Attleboros in the past six months. We consider that the manufacturers in Attleboro have imported in the last twelve months \$500,000 worth of this one style of chain. That is just one style of chain. They take this wire and send it over there and it is made into a variety of chains and it comes back in the same ratio. These manufacturers make this wire to-day, but how long will it be before that wire is made abroad and our investment of \$600,000 be worth nothing? But a little while. I am told already a plant is being started there, the finest in the world, to make this seamless wire chain, and we ask protection at your hands that we may not lose this industry.

Another thing, and that is jewelers' findings. Many of these will appear to you as not being jewelry. They are the basis of a great many things we make. We are at a great disadvantage in using these findings on account of the great difference of labor between our people and the labor in France and Germany. The labor in those countries is from



one-fourth to one-half what it is here. It is never over one-half what we pay, and we can not possibly compete with them unless we have some protection.

This industry has been established in the towns I have mentioned and has been the life of those communities for generations. As I have said, practically all the jewelry in this country is made in that locality and it seems to us an act of justice, and we ought to have protection. There can not be a better method of raising the labor of this country than to protect us.

I have shown you that five stores in the Attleboros—and there are other stores—but just these five stores would give employment to 125 girls for a year on the one item that I have mentioned if protection is given them against cheap foreign labor. That will show you the magnitude of the business and show you what revenue could be obtained in this way. I will file this additional statement.

Whereas we believe, after careful examination into the matter and from our experience, that the existing classification of jewelry is faulty and the rate of duty much too low to protect the wage earners; we petition your honorable body that the following changes in classification and rate be made by you and for the following reasons:

The present duties are wholly inadequate to protect either our labor or our products. Prior to the passage of the Wilson bill the McKinley rate was protective, but to-day the foreign manufacturers, having got a foothold through the low duties of the Wilson bill, are intrenched in this market so strongly that the restoration of the McKinley rate would not be sufficient to protect us.

They are started in a direction which, prior to the passage of the Wilson bill, their attention had never been turned.

They have begun the manufacture of rolled plate goods, a branch of the jewelry business invented and perfected in this country, and with the cheap European labor at their command are making ready to drive us out of our home markets, as they have already done in the South American, Mexican, and other foreign markets.

The importers have bought our samples and copied our goods, having them made in Europe at prices so low that we can not compete.

Formerly the large exporting houses purchased large quantities of domestic jewelry for export. To-day they own and run factories in Germany and France, and with their underpaid labor they can sell us our own designs in our home market at 50 per cent and duty paid less than we can turn out the goods.

To-day there is in Europe one of the finest plants in the world for the manufacture of rolled, plated, and seamless gold-filled wire, and under existing rates, as shown by the figures accompanying this statement, they can flood our markets with chain of every description and grade.

To-day a flood of foreign novelties, really jewelry, and made by our manufacturers for such, is pouring in upon us in the shape of fancy metal dress buttons, hat pins, stick pins, etc., many of them entering under that clause in Schedule C under the head of "nickel," which provides that "pins, metallic, with solid or glass heads, hair-pins, safety pins, and hat, bonnet, shawl, and belt pins, not commercially known as jewelry, 25 per cent ad valorem."

Although some kinds of these articles are not commercially known as jewelry, they are really a part of the jewelry business, all of the articles being made in this country and styled and sold as jewelry by the manufacturers thereof, and entitled to protection even more than the higher grades, as the proportion of labor to material is very much greater in the cheap goods than in the more expensive.

To illustrate the difference in labor cost we respectfully refer you to samples and bills submitted, and to assure you that the average wages paid in our factories are not too high we submit the average rate, which is about \$9 per week.

We have, after careful study, arrived at a classification which we herewith submit, and which we earnestly ask you to adopt for the best interests of all concerned.

#### CLASSIFICATION.

All articles commonly called jewelry, made of gold, silver, platinum, or rolled plate in gold, silver, or platinum, and seamless wire in either or each of these metals or imitations thereof; brass, German silver, oreide, white metal, aluminium, nickel, or any other base metal or imitation thereof, either in a natural finish or electroplated with either gold, silver, or nickel, including chains, chain trimmings, bars, swivels, hooks, charms, lockets, pendants, seals, watch-case trimmings, finger rings set with stones



or unset; also, goods known as jewelers' findings, settings, stampings, and all ornamental trimmings in plain or figured stock; sleeve buttons, cuff buttons, studs, collar buttons, dress buttons made of metal, either enameled, set with stones or imitation stones, or plain; hat pins, safety pins, veil pins, bonnet pins, shawl pins, belt pins, brooch pins, lace pins, stick pins, scarf pins, hairpins, hair ornaments, all goods known as millinery ornaments and parts of any of the foregoing, together with all articles not specially provided for in this act commonly known as jewelry.

We therefore petition your committee to change the present classification on jewelry and increase the duty sufficient to protect our labor and industry.

S. O. BIGNEY,  
E. B. BULLOCK,  
H. G. THRESHER,  
A. A. BUSHEE,  
W. R. DUTEMPLE,  
E. S. HORTON,  
G. E. LUTHER,  
H. P. KENT,  
*Committee.*

In support of our petition we beg leave to submit the signatures of 67 manufacturers from the Attleboros and 134 from Providence, R. I., and 1,405 wage earners from the Attleboros and 2,038 from Providence, R. I. (The petition is filed with the committee.)

## DIAMONDS.

(Paragraph 338.)

### STATEMENT OF MR. J. GOMPERS, OF NEW YORK, REPRESENTING THE DIAMOND WORKERS OF THE UNITED STATES.

MONDAY, *January 11, 1897.*

Mr. GOMPERS said: Mr. Chairman and gentlemen of the committee, I represent the diamond workers of the United States before the Ways and Means Committee to urge the committee to do all they possibly can to further the interest of this industry and all those who are concerned with it.

We have suffered since the industry has been established in the United States under all the tariff duties that have been imposed relating to this industry. We have had a 10 per cent duty, we have had free rough and 10 per cent on the manufactured article; we have had, which we have now, 10 per cent on the rough material and 25 per cent on the manufactured. We have found that the importers are about to, or already have, petitioned Congress to bring back the late duty of 10 per cent and the rough free. I have here a petition which has been adopted unanimously, or almost unanimously, by all the diamond workers who are in this business at the present time in the United States. I have been in this country since the year 1877. I have not been employed continuously. I have been employed, I might say, several months a year, and I served five years as an apprentice. I learned this trade. It requires a skilled mechanic in order to cut and polish the diamonds.

As American mechanics we are suffering because it is claimed by the manufacturers that they can not keep continually at work, as there is so much smuggling.

Mr. TAWNEY. Are you suffering from low duties or from smuggling?

Mr. GOMPERS. We are suffering, as we are told, because they can not compete with the smuggler; because there is a duty on rough and the



duty is not too high on the polished and the manufactured, but through the duty being on the rough diamonds the smuggler has the opportunity to bring in his goods, and thereby the manufacturer can not compete with him.

Mr. TAWNEY. What remedy do you propose?

Mr. GOMPERS. We propose to let in rough free and 15 per cent on the manufactured article.

Mr. TAWNEY. Rough diamonds free?

Mr. PAYNE. Do you think the 15 per cent would be collected and that there would not be so much smuggling?

Mr. GOMPERS. Yes, sir; provided rough diamonds are free.

Mr. STEELE. Rough diamonds are free now.

Mr. GOMPERS. They are on the dutiable list. Glazier diamonds are free.

Mr. PAYNE. Was there any smuggling of diamonds when they were at 10 per cent?

Mr. GOMPERS. Yes, sir; there was, because there were so few manufactured in this country that it was a competition between the smuggler and the importer.

Mr. STEELE. The law says diamonds and other precious stones, rough or cut, including glazier and engravers' diamonds, not set, shall come in free.

Mr. PAYNE. There is a good deal of confusion in the law.

Mr. GOMPERS. I desire to file this paper as a part of my statement.

#### PETITION.

Having learned that a petition would be handed to you by some diamond importers asking that the present rate of duty on diamonds should be changed and that the old schedule, namely, nothing on rough diamonds and 10 per cent on manufactured diamonds, should be reintroduced, we asked the privilege of a hearing in the matter. We send this petition to your committee in the name and by the authorization of the diamond workers of the United States, as we positively know and are able to prove that the business of cutting and polishing diamonds can not be carried on under the said rate of nothing on rough and 10 per cent on manufactured diamonds.

We beg of you to take care of our interests, of the interests of our wives and families, by recommending a tariff that shall enable us to work, to earn a livelihood, and that will not compel us to leave our native land and seek a living in foreign countries. We have considered the matter as deeply as our humble minds have the power to do, and came to the conclusion to ask you to place diamonds on a schedule that will equally benefit the workmen and the manufacturers, namely, to put rough diamonds on the free list and to lay a duty of 15 per cent on manufactured diamonds.

It is claimed by some manufacturers that the diamond business has been taken out of the hands of the legitimate dealers and has fallen into the hands of smugglers. If you grant us the tariff we are asking for, the margin for the smugglers will be so small that it will be profitless for them to continue as such.

Concerning arguments of revenue, we will endeavor to show at the hearing that under the tariff we are asking for the smugglers can not compete with the manufacturers. Therefore, gentlemen, we humbly ask you to give us the tariff of 15 per cent on manufactured diamonds and to place rough diamonds on the free list.



Under the old rate of duty, namely, rough diamonds free and 10 per cent on manufactured diamonds, the industry of cutting and polishing diamonds would be entirely driven out of this country. By close figuring, and considering the difference of labor in Europe and here, it is shown that there would not be a margin of 2 per cent; therefore, it would not be possible to cut and polish diamonds in this country. We would be thrown out of employment; a monopoly among the importers would be created without any honest competition; and, under those conditions, smuggling could and would be done to greater advantage and on a much larger scale.

As to all other arguments not embodied in this petition, our committee will be pleased to enter into discussion before you personally, and to prove that our ideas and aims are just and to equal advantage for the workingmen and the manufacturers.

We therefore implore of your committee, as workingmen and your constituents, to weigh the question well in your minds. Do not evict hundreds of families from these shores by placing the diamond business in the hands of a few, but leave it with the masses and give American workmen an opportunity to earn a fair living. Do not ruin, but further and promote a flourishing and growing industry practically young in this country. Recommend the tariff on diamonds as suggested, namely, nothing on rough and 15 per cent on manufactured diamonds.

#### SCHEDULE OF PRICES.

In substantiation of our arguments we present the following schedule, under a tariff of free rough diamonds and 10 per cent on manufactured diamonds, taking for example 10 carats of 2 grainers, or one-half carat goods, rough:

##### *Cost of rough diamonds.*

|                                                                        |         |
|------------------------------------------------------------------------|---------|
| Cost of 10 carats, rough diamonds, at \$9 per carat.....               | \$90.00 |
| Cost of cutting and polishing said 10 carats at \$3.75 per carat ..... | 37.50   |
| Total cost of production .....                                         | 127.50  |

##### *Cost of production in Europe.*

|                                                                                       |          |
|---------------------------------------------------------------------------------------|----------|
|                                                                                       | Gulden.  |
| Cost of 10 carats, rough diamonds, 22½ gulden per carat.....                          | 225.00   |
| Cost of cutting and polishing said 10 carats at 6 gulden and 10 cents per carat ..... | 61.00    |
| Total cost .....                                                                      | 286.00   |
| Equal in United States currency to.....                                               | \$114.40 |
| Amount of duty for importation at 10 per cent.....                                    | 11.44    |
| Total cost being .....                                                                | 125.84   |

##### *Cost of production in America.*

[[Cost of 4-grainers, or 1-carat goods, rough.]

|                                                                         |          |
|-------------------------------------------------------------------------|----------|
| Cost of 10 carats at \$12 per carat.....                                | \$120.00 |
| Cost of cutting and polishing said 10 carats at \$2.67½ per carat ..... | 26.75    |
| Total cost of production .....                                          | 146.75   |



*Cost of production in Europe.*

|                                                                                       | Gulden.  |
|---------------------------------------------------------------------------------------|----------|
| Cost of 10 carats, rough diamonds, at 30 gulden per carat.....                        | 300.00   |
| Cost of cutting and polishing said 10 carats at 3 gulden and 60 cents per carat ..... | 36.00    |
| Total.....                                                                            | 336.00   |
| Equal in United States currency to.....                                               | \$134.40 |
| Amount of duty for importation at 10 per cent .....                                   | 13.44    |
| Total cost by importation .....                                                       | 147.84   |

Therefore, to place the duty of diamonds as we ask, namely, rough diamonds free and manufactured diamonds at 15 per cent, would give legitimate manufacturers and workmen a field for honest competition.

This petition has been adopted by all diamond workers unanimously, and is respectfully submitted by the committee.

J. GOMPERS, *President.*

I. COHEN,

A. COOPER, *Secretary.*

JACQUES VEGLE.

#### STATEMENT SUBMITTED BY A NUMBER OF NEW YORK DIAMOND-CUTTING FIRMS.

NEW YORK, *January 9, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

The undersigned, the most important firms engaged in the diamond-cutting business in this country, respectfully present for your consideration the following facts and statement in connection with the proposed revision of the tariff laws.

At the time of the passage of the act of 1894 a number of the largest diamond cutters of Europe, attracted by the protection afforded their business under that act, transferred their plants to this country, where they have practically established a new American industry, which at the present time gives steady employment and good wages to nearly 1,000 workmen, and is steadily increasing.

This gratifying result has been reached only by the investment of a large amount of capital, combined with long experience and skill in the business, which, we respectfully urge, deserves recognition and encouragement.

For this reason we request that no reduction of the rates provided under the present law, viz, 10 per cent on uncut and 25 per cent on cut stones be made.

Diamonds are essentially luxuries, and following the general system of this country's tariff laws, should be more highly taxed than necessities. The principal argument used by those who favor low rates of duty on diamonds seems to be that the present rate results in a large amount of smuggling, which would be unprofitable were only a low rate charged.

We think this objection is imaginary rather than real, and that the quantity of stones so brought in is much overestimated. There are a number of causes to account for the small quantity passing through the custom house, as, for instance:

(1) In July and August, 1894, the importations were exceptionally heavy on account of the impending higher rates of the law of 1894.

(2) There had been very heavy importations in 1893, in expectation



of good business (which did not materialize); consequently every dealer and merchant was overstocked.

(3) The past two years have been very bad for general business, and particularly bad for the diamond trade.

(4) The trade for a couple of years has been in suspense on account of reports that the old rates of duty would be restored.

We are informed that there has been no considerable decrease in amount of duties collected other than such as would naturally result from general business depression.

Another consideration is that half of the diamonds imported are uncut stones, which were cut here and went upon the market as cut stones, while only 10 per cent duty was paid on them.

There are undoubtedly a number of dealers in cut stones who prefer to buy their goods abroad, and they of course strongly advocate a low rate, under which, with cheaper cost of cutting by workmen paid 40 to 70 per cent lower than ours, they can buy at lower prices than we can afford to sell for. But as the announced purpose of the coming tariff is the protection of American industries we think their preferences should not influence it.

The difference in rates of duty under the present law between rough and cut stones (15 per cent) is absolutely required to maintain our industry and pay our workmen the large wages, averaging from \$22 to \$27 per week, which they command for their skilled labor. At the same time it enables us to supply the market with cut stones at prices slightly in advance of European prices. Under previous laws when the difference in duty was only 10 per cent this could not be done.

Should your committee determine that lower rates should be adopted we respectfully submit the two following provisions, either of which would be acceptable to us, and, we believe, the importers and the Treasury Department as well:

- (1) Diamonds uncut, 5 per cent; cut, but not set, 20 per cent.
- (2) Diamonds uncut, free; cut, but not set, 15 per cent.

The first would insure the Government a revenue from importations of the rough material, while the second would in certain cases enable the cutter to export goods which he has cut here, and so extend the industry.

EDWARD VAN DAM,  
A. FRAULSELDER,  
*Attorney, 182 Broadway.*  
SILVER BROS,

*Corner St. Marks and Anderhill avenues, Brooklyn, N. Y.*

## MEMORIAL OF THE NEW YORK JEWELERS' BOARD OF TRADE.

NEW YORK, *December 8, 1896.*

### COMMITTEE ON WAYS AND MEANS:

At a special meeting held this day of the New York Jewelers' Board of Trade, an association with a membership of nearly 250, composed of about all the diamond cutters, diamond importers, manufacturers and jobbers in jewelry, with branches in the cities of Chicago and Providence, the following resolutions were unanimously adopted:

Whereas the tariff on diamonds in the Wilson bill, whereby the duty was increased from 10 to 25 per cent on cut diamonds, and rough or uncut diamonds from free to 10 per cent duty, has tended to destroy the legitimate importations of these goods, and has seriously interrupted the diamond-cutting industry in this country, and serving only to stimulate smuggling and limit legitimate importation, putting a heretofore



prosperous business in which millions of capital are invested and honorable merchants engaged into the hands of smugglers; a serious menace and detriment to the business, besides depriving the Government of a considerable revenue; that it is the sense of this body that it would best promote our interests and be of greater benefit to the Government if the previous rate of duty of 10 per cent on cut diamonds was restored, and rough diamonds again admitted free of duty, instead of the rates of duty of the present tariff. That it would restore prosperity to our business, and greatly increase the revenues of the Government.

*Resolved*, That we therefore petition Congress to act on this matter as speedily as possible, and save a legitimate industry from being entirely monopolized by smugglers.

And it was further resolved that a copy of this resolution be transmitted to our Representatives in Congress, and our two Senators, and to the members of the Ways and Means Committee.

LEOPOLD STERN,  
SIMON FRANKELS,  
CHARLES F. WOOD,  
A. J. G. HODENPYL,  
*Ex officio Committee.*

### MEMORIAL OF NEW YORK JEWELERS' ASSOCIATION.

At a special meeting of the New York Jewelers' Association, held December 31, 1896, the following preamble and resolutions were unanimously adopted:

Whereas the present rate of duty on diamonds and precious stones has resulted in a serious injury to the business of the legitimate diamond merchants, importers, and cutters, thrown the larger part of the business in diamonds and precious stones into the hands of smugglers, and has materially reduced the revenue of the Government;

*Resolved*, That it is the sense of this body that, in the interest of the Government, and of the honest merchants of the United States, the previous rate of duty (10 per cent on cut diamonds and precious stones) should be restored, and that the uncut precious stones should be admitted free of duty as heretofore.

*Resolved*, That it is the sense of this meeting that 10 per cent is the largest rate of duty that can be collected on precious stones.

*Resolved*, That we respectfully petition the Senate and House of Representatives to act promptly in this matter.

*Resolved*, That a copy of these resolutions be sent to our Senators and Representatives in Congress and to the members of the Ways and Means Committee.

P. T. TENNISON, *Secretary.*

### MEMORIAL OF THE CHICAGO JEWELERS' ASSOCIATION.

CHICAGO, *January 5, 1897.*

At a meeting of the Chicago Jewelers' Association, held at their rooms in the Columbus Memorial Building, on January 5, 1897, the following resolution was unanimously adopted:

Whereas it has been demonstrated by experience that the present duty upon polished and rough diamonds has operated to the disadvantage of legitimate importers and cutters of diamonds in the United States, and a loss to the United States Treasury: Therefore

*Resolved*, That Congress be memorialized to restore the former duty of 10 per cent on polished diamonds, and place the rough on the free list.

*Resolved*, That a copy of this resolution be forwarded to our Representatives in Congress, and to the New York jewelers board of trade.

F. A. HARDY,  
*President.*  
JAMES A. TODD,  
*Secretary and Treasurer.*



**MEMORIAL SUBMITTED BY DIAMOND IMPORTERS, CUTTERS, AND  
DEALERS OF NEW YORK CITY.**

The undersigned committee, representing the diamond importers and cutters, the principal retail and manufacturing jewelers, dealing in precious stones in all sections of the country, whose petitions with their signatures we hold, most earnestly request that the duty on cleaved, cut, or polished diamonds and precious stones be restored to 10 per cent, and that rough stones be admitted free.

We respectfully submit that the above rates are in the interest of the Government, as well as of your petitioners; that experience has shown that the present rate of duty on these most valuable articles, which are so easily concealed, can not be collected. This is a fact known by the Secret Service officials of the Treasury Department, as well as by your petitioners, and in support of our statement we beg to submit a few of the most obvious reasons.

Precious stones occupy very little space; the largest importation in any one entire year could be put in a cube measuring 10 inches.

When a smuggler has once reached this country, which our large and comparatively unguarded border renders particularly easy, he is perfectly safe from prosecution, and can even with impunity offer the smuggled goods in the open market on account of the utter impossibility of identifying loose diamonds.

A package containing \$100,000 worth of precious stones would take up less room than the letters usually carried in the pocket of most every man who enters the United States, or could be carried in the vest pocket, or concealed in a hollow cane, or heel of a boot.

There is no duty on diamonds entering Canada, and this fact has led many merchants in Canada to send circular invitations to merchants and private individuals in the United States, inviting them to make their purchases from them, and thereby save the duty. A personal inspection is invited and the whole circulars imply that when purchased they may be personally conducted across the line. One of these circulars received by a prominent member of the trade we attach to this petition. (Exhibits A and B.)

A great many of our wealthy citizens who make frequent trips to Europe are now induced, by reason of the excessive duty, not only to purchase their diamonds and precious stones on the other side, thus depriving our Government of its rightful revenue, but to have them mounted into costly pieces of jewelry, thereby robbing the skilled American workman of his labor and driving him into idleness and consequent poverty.

The present rate of duty has made it impossible for legitimate merchants to import precious stones, and in fact they have practically ceased importing.

It has also seriously injured the diamond-cutting industry. Although the importations of rough have increased from \$400,969 in 1894 to \$3,431,152 in 1896, the manufacturers who have imported these large quantities of rough find it impossible to market their product on account of the daily increasing volume of smuggled goods, and have a very considerable part of the product of their rough still on hand. The continuation of the present rate of duty will surely destroy the diamond-cutting industry in this country.

In consideration of these facts we urge in the interest of the Government and of all honorable people engaged in our business that the



rate of duty on diamonds and other precious stones, cleaved, cut, or polished, should be 10 per cent, which has never been exceeded except in the present tariff law, and that diamonds and other precious stones not cleaved, cut, or polished, but in their natural state, should be admitted free.

It is a fact, recognized by the Treasury officials and by the trade, that a duty of 10 per cent on polished diamonds and precious stones can be collected and always has been collected. The imports of cut diamonds and precious stones up to and including 1893 ranged from \$12,000,000 to \$15,000,000 annually. In 1895, under the present law, they had dwindled to \$4,381,890, and in 1896 to \$2,768,469, which figures scarcely cover the value of pearls and colored gems, which, owing to their slower sale, are still chiefly imported by the reputable merchants.

We know that despite the hard times the consumption of diamonds has not materially decreased. The above figures therefore tell the story of the enormous and increasing smuggling so plainly that we leave them to speak for us.

The risk of detection obliges the smuggler to bring his goods in comparatively small amounts, thereby necessitating frequent and costly trips. He is compelled to dispose of his wares quickly for cash, which leaves a margin too small to tempt a smuggler at a 10 per cent rate.

Unless the rate of duty on diamonds and other precious stones be changed as we suggest, it is only a question of a very short time when the entire diamond business will be in the hands of smugglers. The honest importer and manufacturer will be compelled to discontinue, and the Government be practically deprived of all revenue from this source.

We therefore most earnestly and respectfully request that your committee will restore the former rate of 10 per cent on cleaved, cut, or polished diamonds and precious stones, and will admit diamonds and other precious stones not cleaved, cut, or polished, but in their natural state, free of duty, thus protecting the diamond-cutting industry in this country, as well as the honest importer, and providing the best revenue for the Government.

Tiffany & Co., Stern Bros. & Co., Randel, Baremore & Billings, Edw. Neusheimer & Co., H. C. Hardy & Co., Hodenpyl & Sons, Wm. S. Hedges & Co., Oppenheimer Bros. & Veith, Wallach & Schiele, L. & M. Kahn & Co., Joseph Frankel's Sons, Alfred H. Smith Co.

#### EXHIBIT A.

##### DIAMONDS.

NOTE.—We place you in position to have your goods cost you as low as those of any American importer of diamonds.

DEAR SIR: We invite your inspection of our stock of diamonds and precious stones at our warehouse, Nos. 31 and 33 Wellington street east, Toronto, Canada, comprising all the finer grades of stones, such as blue-white jagers in 6, 4, 3, 2, and 1 grain sizes. Fine crystals, fine silver Cape, Cape and bywater brilliants, small brilliants in parcels containing 90, 56, 36, 30, and 20 stones to the carat.

For our own factory use and to supply other factories and the trade generally throughout Canada it is necessary for us to buy in large quantities. This fact contains the secret of our being able to sell at low prices.

For manufacture we have some fine original parcels of melange and mele, both in white and bywater. Parcels of rejection melange and mele. Also fine parcels of roses.

We have excellent value in fine high-class single stones as heavy as 6½ carats each and some matched pairs not to be excelled in America.



Our stock of opals, both in red and green light stones, is very large. What we show in these beautiful stones is sure to interest you.

Pearls, a very large assortment, some individual stones weighing 21 grains each.

Our reasons for addressing you are as follows:

Diamonds enter Canada free of duty.

We are prepared to quote London and Amsterdam prices.

Toronto can be visited cheaply and quickly.

New York and other American importers must add 25 per cent duty to their cost before calculating their profit. Hence a comparison of the prices we hand you here-with will enable you to form an idea how much it is to your advantage to buy here rather than in the United States.

Favor us with a trial visit and we will quote you very close. Cable arrangements with our European agents at London, Paris, and Amsterdam, which quickly replace parcels sold out.

We will be pleased to hear from or to see you before the holiday trade begins. If you favor us with a visit we are confident of your satisfaction.

Trusting you will take an early advantage of our offer, we remain,

Yours, very truly,

P. W. ELLIS & Co.

We quote you herewith a few of our prices, which by adding 25 per cent duty will represent the price laid down in the States. On account of the large duty, a personal selection is advised to avoid any disappointments in quality.

|                                      | Per carat. |                                      | Per carat. |
|--------------------------------------|------------|--------------------------------------|------------|
| Blue white jagers:                   |            | By-water, extra fine, 2 to 6½ carats |            |
| 1½ carats each .....                 | \$133.00   | each .....                           | 44.00      |
| 1 carat each .....                   | 90.00      | Fine Cape, assorted, ¾ to 2½ carats  |            |
| ¾ carat each .....                   | 80.00      | each .....                           | 45.00      |
| ½ carat each .....                   | 60.00      | Dark by-water, ¾ to 2½ carats each   | 38.00      |
| Fine white crystal:                  |            | White mele (spread, clean) .....     | 32.00      |
| 2 carats each .....                  | 90.00      | White mele .....                     | 30.00      |
| 1½ carats each .....                 | 85.00      | White mele, very fine .....          | 38.00      |
| 1 carat each .....                   | 70.00      | Melange, assorted .....              | 24.00      |
| ¾ carat each .....                   | 60.00      | By-water mele, fine .....            | 26.00      |
| ½ carat each .....                   | 50.00      | Small brilliants:                    |            |
| Fine silver Cape:                    |            | 90 to the carat .....                | 46.20      |
| 4 carats each .....                  | 79.00      | Blue white .....                     | 50.00      |
| 1½ carats each .....                 | 63.00      | White, 50 to the carat .....         | 38.00      |
| 1 carat each .....                   | 48.00      | White, 36 to the carat .....         | 36.00      |
| ¾ carat each .....                   | 45.00      | White, 30 to the carat .....         | 36.00      |
| ½ carat each .....                   | 42.00      | White, 22 to the carat .....         | 33.00      |
| ⅜ carat each .....                   | 38.00      | Small rejections .....               | 23.50      |
| Cape, assorted sizes, 2 to 6½ carats |            | Small French cut .....               | 28.00      |
| each .....                           | 53.00      |                                      |            |

Terms: Cash with order.

## EXHIBIT B.

### RECOMMENDS A RETURN TO THE OLD DUTY ON DIAMONDS.

WASHINGTON, D. C., November 25, 1896.

Supervising Special Agent Crowley, of the Treasury Department, in his annual report, just submitted to the Secretary, makes interesting comments upon the increase in diamond smuggling during the past year, including a recommendation that the rate of duty provided by the McKinley bill be restored.

Mr. Crowley says:

"There has been a noticeable increase in the smuggling of diamonds since the duty on precious stones was advanced by the tariff act of 1894. Importers complain that legitimate importations of this class of merchandise have been seriously interfered with. Officers of this division have been active in their efforts to detect frauds upon the revenue in this connection, and their labor in instances has been successful. The facility with which large quantities of these valuable goods may be secreted upon the person of the smuggler makes detection very difficult.

"The further fact that there is no duty on diamonds in Canada has made it on several occasions a distributing point whence the stones are smuggled into this country, and the long line of frontier, unprotected at many points, is made available by the smugglers for the carrying on of their illegitimate traffic. A return to the rate of duty provided by the act of 1890, in my opinion, would be in the interest of the revenue and of the legitimate trade."



STATEMENT SUBMITTED BY MR. ERNST BLAESIUS, OF NEW YORK CITY, AN ENGRAVER OF PRECIOUS STONES.

NEW YORK, *January 6, 1897.*

COMMITTEE ON WAYS AND MEANS:

Allow me to petition your committee to raise the duty on engravings on precious and demiprecious stones to 500 per cent.

I came to this country fourteen years ago, thinking I would have good progress here as a good engraver, but I have had these fourteen years just the same bad experience as all other engravers who tried their business here. We can not make a decent living. Many engravers who came to this country could not even start in business, and a great many others who started had to give it up after a hard struggle. Stone engraving on precious and demiprecious stones and the cutting of such stones into shapes and sizes, so-called lapidary work, could be an industry in this country to supply thousands of men with work and to make them good and happy citizens. Why it is not so is on account of these articles being imported, principally from Idar-Oberstein, in Germany. As I was born and brought up in Idar, I am able to give all information necessary to show why engravers and lapidaries in this country can not compete against imported goods under the present duty. Engravers and lapidaries in Idar-Oberstein work for from 25 cents to \$1 a day. A few of them earn a little more sometimes. Almost all of the workingmen are very poor, and only able to exist by the assistance of the women and children, who do farm work. The manufactured articles are sent to this country in such quantities as to fully supply the demand, and we workingmen in this country have to spend most of our time hunting up a little job, which we get because there is not time to send it to Europe and have it done there. Almost all the manufacturing and retail jewelers and the stone dealers in this country will surely resist any raising of the duty on engravings, etc., but will probably try to lower the tariff by arguments as follows:

(1) Since the Wilson tariff, which raised the duty on engravings included with precious stones, the import of said stones fell off so that the Government lost so much income.

(2) We, "the jewelers and stone importers," give work to so and so many men, of whom we would have to discharge many if our business should be restricted by tariff.

(3) The engraving and lapidary business is not developed enough in this country to supply the demand of the market, and restricting the importation of said articles would bring immense loss to the jewelry trade.

As these would be the principal arguments against a higher duty, I would say to them:

(1) In the so-called Wilson bill engravings, etc., are included in the schedule of manufactured precious stones, which should not be, because lapidaries of diamonds, etc., are better paid in Holland and England than they are paid here. As to the loss to the Government, I would answer: If merchandise to the amount of \$100 is imported, of which the Government receives 25 per cent, or goods to the amount of \$5 at the rate of 500 per cent import duty are imported, the United States Government would receive \$25 one way or the other, and \$75 would stay in this country.

(2) Just as many, and considerably more, men than the jewelers and



importers say they would be obliged to discharge would find work in manufacturing the now imported articles in this country.

(3) There are engravers and lapidaries enough in this country who, under the present condition of affairs, are forced to make as good a living as they can in other trades, but would be glad to find employment in that trade which they learned thoroughly and are familiar with. The jewelers would do just the same business, and most probably more than they are doing now, except those jewelers who mount up or sell such engravings as are not worth mounting, and simply swindle the public. I often hear jewelers speak about the good business they did in stone engravings when they had to pay \$100 and \$150 for an engraving which they could get now from importers for \$5, but certainly in very low quality. At the high prices there was a great demand for engravings, just as there is for diamonds, the supply of which for the market is restricted and the price kept up by an English company. It is sure that if all the diamonds which are found in South Africa alone should be put in the market and the price should fall, nobody would want them, because they would be a common article.

Almost every jeweler says: "It is good that the prices of diamonds are kept high." If it is good to keep the value high of goods produced by nature, why should it not be ever so much better to keep the prices for articles manufactured by human beings high? Nature can not be altered or improved by the assistance of human beings, but human beings can improve their condition between themselves by acting sensibly. The condition of a man can only be improved if he sees that he can have confidence and success in and with that which he does.

Engraving on precious and demiprecious stones is high art if properly executed. It was cultivated and highly appreciated by all cultivated nations long before and after Alexander the Great, and our museums and lots of private collections are adorned with engravings of the old periods. The art was in later times principally cultivated in Italy and Paris, where special care was taken to keep it up to a really artistic standard, and such engravings were appreciated all over the world; but since the German merchants in Idar-Oberstein got hold of this article it sank down to be a common merchandise, made in immense quantities by such engravers in Germany as have no idea at all of art. Most of that common stuff is sent to this country, and the show windows of our jewelry stores are packed full of it. Hundreds of thousands of dollars every year this country pays to Germany for worthless goods, and we engravers, who are willing and able to do real art work, are poor and have nothing to do.

As our only relief can come by a law restricting the importation of engravings on precious and demiprecious stones, I sincerely hope that your committee will report a law in that direction.

ERNST BLAESIUS,  
*503 West One hundred and sixty-eighth Street.*



STATEMENT AND NEWSPAPER ARTICLE SUBMITTED BY MR.  
MONROE ENGELSMAN, OF NEW YORK CITY.

NEW YORK, *January 7, 1897.*

COMMITTEE ON WAYS AND MEANS:

I take the liberty of inclosing you an article, written by me when in Amsterdam, Holland, and published in the Jewelers Circular of this city on June 12, 1895, which I trust you will find worthy of your consideration.

After reading the article I hope you will concur with me, that it was written without reference to any political or partisan ideas, nor for any personal motive or benefit, but upon the plea that the duty, as it now exists upon diamonds and precious stones, has demoralized this business, and at the same time has not, as it was intended, increased the revenue of our Government. On the contrary the Government has lost considerable by the change.

In 1895, while residing in Amsterdam, as American buyer for American trade, I found it impossible for me to buy and have my clients pay the duty here and compete with the smugglers, who have bought largely during my stay there, and shipped and sold the goods here.

MONROE ENGELSMAN.

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VIEWS ON THE DIAMOND TARIFF FROM AN AMERICAN IN HOLLAND.

AMSTERDAM, *Holland, May 28, 1895.*

*Editor of the Jewelers' Circular:*

The object of this article is to convey to the general public, as well as to those who are interested in this branch of business, the fallacy of the American Government in continuing to levy a duty of 25 per cent on diamonds and precious stones imported to America, and also imposing a duty of 10 per cent on the rough, or, as we better understand it, the raw material.

When the question was raised as to what amount of duty the respective branches of the jewelry industry should contribute in aid of the Government to meet its contingent expenses, the diamond was looked upon by the revisers of the tariff only as a luxury, and taking this standpoint they hastily decided, without mature deliberation, that this commodity should pay a heavy tribute to counterbalance partly the reductions of duties on such general articles which the community at large more extensively consume. No one can deny the logic of this theory, and it would be wrong to believe, and unjust on our part to impute, that these legislators, who were mainly the cause of having the tariff changed, have had any interest or motive to revolutionize our business to such a deplorable condition with which we are at present confronted.

The intention of the Government was to formulate a tariff which would bring adequate revenue to meet its current expenses, but at the same time to create a just duty on all imported commodities which would benefit the community as a whole, protect and foster the respective commercial and manufacturing industries at home. It is a well-known fact that during the debate upon the revision of the tariff the attention of the national legislators was mainly directed toward other and greater commodities than the diamond, and which were of more importance to them, their party, and to the public.

By the very nature of the jewelry and diamond and precious stones business, contributing comparatively little in increasing the revenue of the American Government, an industry little understood by those not engaged in it, and overshadowed frequently by the magnitude of other great industries, it is natural to conceive that our branch of business, particularly the diamond industry, did not and could not have received the proper and just consideration and equal attention at that time from the revisers of the tariff. It is therefore but just and right that a demand should be made to the Government for a reconsideration of the question in which we all are interested.

It is but fair and most proper to expect from the revisers of the tariff the privilege of a rehearing on our part, and receive in return, with equal fairness, the just



consideration and deliberation which other branches of the country's industries have received from them, and we feel convinced by the facts and logical conclusions which we submit to them that they will rectify at the next session the great error which they unintentionally made in raising the duty to 25 per cent on diamonds and precious stones.

If it is true the functions of the Government are the levying of taxes at home, imposing duties on all imported commodities, for the main reasons, as subscribed in the Constitution, namely, to insure the prosperity of its citizens, it is equally evident the Government has no right to jeopardize the interest of an industry which has been fostered and wisely and judiciously protected by the Government itself for the past thirty years, with satisfactory results both to the Government and its citizens engaged in this particular enterprise. We can not overlook the fact that the diamond business is an important factor in the jewelry industry. It directly and indirectly controls a considerable amount of capital, and is so interwoven and linked in the jewelry industry that the change of the tariff on diamonds, as it now exists, affects every jeweler in the United States.

It can not be denied that before revising the tariff on diamonds it was the duty of the lawmakers to minutely investigate the nature of the business itself; inquire of those mainly interested in this commodity what the effect would be were they to allow the duty to remain as of old or to change it to the present duty; what additional benefit the Government, the public, as well as those engaged in the jewelry business, would obtain by so doing. It is an indisputable fact that they did not do so for reasons stated in the fore part of this article. The Congressional Record will show that the debate upon the diamond question was very limited; it was discussed in a haphazard manner; considered as a luxury only, and without further comment the duty was changed.

As long as we did not receive the proper consideration due us, assuming that they ignorantly changed the duty on diamonds, without apparent wise and substantial reason, without ascertaining what effect this change would create, it behooves us to bring this question to their notice, for their consideration, and submit to them a synopsis of the diamond industry.

Official statistics will prove that of all the diamonds bought and sold in our country not one-half per cent of the amount of goods was cut in America. Official statistics will also show that during the past thirty years not 150 American or naturalized American mechanics, embracing the various and distinct trade of cutting, were employed in the United States, and if these facts are conceded, namely, that not one-half per cent of the amount of goods bought and sold were cut in America, and not over 150 men were employed during this period, assuredly no one with common sense will affirm that the diamond-cutting industry existed in our country in the truest sense of the word. By increasing the duty on diamonds the Government unintentionally created a new industry. Two years prior to the change of the tariff no one ever dreamed we would be forced and compelled to create an enterprise which requires vast experience; an industry which has existed in Holland (and in a smaller way in France and England and some parts of Germany) for generations, a trade which has been handed down from father to son. Characteristic of our American people, some of our merchants, with courage, pluck, and energy, began to establish a cutting industry, with the anticipation that they would be protected by our Government, but, unfortunately, they were doomed to be disappointed. We will endeavor to show conclusively that with the contract-labor law and a duty of 10 per cent on the rough that the Government is checking the progress of this new industry.

In the first place, this industry can not flourish without having a sufficient number of mechanics in the various departments which this industry requires, so as to be able to cut an adequate amount of goods to meet the required demand; second, as we have not sufficient people at home, we must obtain them from Europe, and in order to obtain them we must naturally guarantee these men that by leaving their homes, their native land, they will receive proper protection and sufficient wages to support themselves and their families. As these people are independent, thrifty, and skilled workmen, good and moral citizens, their acquisition to our country would be by no means detrimental to us, nor would they in any way conflict or jeopardize the interest of their fellow-mechanics who are at present employed in the United States.

The theory of the contract-labor law may hold good in other manufacturing industries, but as far as the diamond-cutting industry is concerned it falls short of its purpose and should be revoked. Those who desire this law to be upheld do so with a motive of preventing others from establishing themselves in this new enterprise. As we have not a sufficient number of men at home, we must allow these men to come over without restriction; in the first place, to foster and encourage the new industry properly; in the second place, not to allow those who have now sufficient men to cut a monopoly of supplying as much as they possibly can the demand for the goods and, in consequence, prevent others who desire to cut diamonds from entering the industry.



A third point which confronts us, and which is of the greatest importance to us is the competition of goods cut in Europe and smuggled over to our country. Our Government having now created this new industry is in honor bound to extend to it all the protection at its command, and the only way the cutting industry in America can be protected is by changing the tariff to 10 per cent on all cut goods and allow the rough to come in free. Under the present duty our merchants, contending as they do against smugglers and the thousand and one facilities by which diamonds can be brought over without paying duty, are naturally distrustful and lacking of confidence to buy goods in the regular and legitimate way; thus the importer as well as the manufacturer, the wholesaler as well as the retailer, are affected.

This uncertainty, the temptation to smuggle and buy smuggled goods, the suspicion that our neighbor is waiting for or has accepted the opportunity of buying goods in an underhand manner restrain us from going ahead. In a word, we are in a constant state of nervous "anticipation" and anxiety as to what should be the best method for us to pursue. This uncertainty affects the very foundation of our business, namely, the confidence we have had in one another.

Fourth point. We must not lose sight of the fact that by taking off the duty on the rough we will be able in course of time to compete with the foreign markets, and sell and export goods cut from America. Prior to the crisis of 1893, for at least fourteen years past, we bought half of the yearly product of cut goods in Europe; assuming that during the next fourteen years we will be able to handle as many diamonds as we have in the past, deducting one-third of the amount as an allowance for small brilliants, roses, etc., which the European cutters may produce cheaper than ourselves, it can be easily seen the money invested in this enterprise will remain in our country, excepting the amount which will be required to obtain the rough. In other words, by developing and protecting the cutting industry in America, the community will be a decided gainer in every respect.

By not imposing any restriction against foreign skilled laborers coming over to our country, our working forces, our facilities to produce more cut goods will be increased, thereby increasing our purchases of the raw material sufficiently not only to compete in the buying of the rough as cheap as the European cutters, but also to supply abundantly, not only for home consumption, but, as we will be benefited by being able to buy all qualities of rough for the demand of our home trade, for exportation as well. Our merchants will be sellers and not buyers as hitherto.

By the creation of the new duty on diamonds, the Government virtually protects the dishonest merchant to the detriment of the law-abiding dealer, compelling the latter either to go out of the business or encouraging the former by buying of him his ill-gotten goods, or at the last extremity urging him to follow the example of the wise but unscrupulous merchant and smuggle himself. At present the Government seems very anxious to maintain the credit and honor of our country by advocating the payment of its debts in a currency which will be accepted without question. It should also create laws which will guard the honor and integrity of its citizens. The Constitution of the United States is founded upon moral principles, and we look to our Government to uphold these principles. We therefore appeal to our Government to revoke the duty on diamonds as it at present stands, and not to protect and encourage our merchants to be dishonest, lowering their moral principles, recognizing dishonesty as a virtue and integrity as a crime.

If the fallacy of our Government in raising the duty on diamonds has been proven, the evil effect it has caused in every branch of the jewelry business should rouse every jeweler from his lethargy to bring his influence to bear in having Congress revoke this ridiculous law.

A feasible plan to insure the change of the duty is as follows: Let the jewelers of every county in the United States unite and submit a written appeal signed by every jeweler to change the tariff to the old duty, and let each association of every county send their respective petition to their respective Representatives and Senators, instructing them, as their constituents, as to the proper course to pursue. In the petition let the logical reasons why the tariff should be changed be stated, and give them a synopsis of the diamond business, so that they can intelligently comprehend the appeal. At the same time it would be wise for the jewelers, in view of the petition, to state their consent not to appeal from the decision "that diamonds, under the present interpretation of the law, impose a duty of 25 per cent," but abide by this decision. Although short-sighted people may object to this particular difference, in the long run it will be found that we can come in this manner to a speedy and satisfactory result. By this method the sentiment of those engaged in the jewelry business will be unanimous, and our appeal will receive a hearing.

As we have faith in the stability and integrity of our Government in its endeavors to formulate laws which will benefit the community, foster, encourage, and protect all of our commercial enterprises, we should feel equally confident, by presenting our unanimous appeal for justice and equal rights, that our national legislators will be true to their obligations and rectify the error they unintentionally committed.

MONROE ENGELSMAN.



**WANT THE DUTY LEFT UNCHANGED.**NEWARK, N. J., *December 28, 1896.***COMMITTEE ON WAYS AND MEANS:**

There will be probably a demand made to change the present rates on rough and polished diamonds, which are 10 and 25 per cent respectively, and in place of them to reenact the former rates of free and 10 per cent. We beg to state that we are opposed to any changes from the present rates for the following reasons:

(1) The present tariff has been in force barely two years, which, in view of the fact that the change then made was from a tariff which had been in existence fully twenty or twenty-five years, has hardly given the duties imposed under the new tariff on diamonds a fair test. The apparent falling off in receipts of the Treasury from present duties on diamonds, as compared with receipts from the same source in previous years, forms no adequate guide as to the success or failure of the present tariff, because through the severe depression in business circles importations were naturally much smaller than in previous years.

(2) Since the enactment of the present tariff there has occurred what amounts to a complete revolution in the industry of diamond cutting in the United States. Instead of having a merely nominal force of 20 workmen in this country we now have between 500 and 600 who are receiving average weekly wages of \$20. This is equivalent to an expenditure of at least \$500,000 per annum, the greater part of which will naturally accrue to the advantage of home industries in one form or another, and possibly induce more of foreign skilled labor to engage in the production of an industry on this side of the Atlantic, which has heretofore been monopolized by foreign manufacturers in Europe.

(3) Large amounts of money have been invested in the establishment of factories, which, until a few years ago, would have been impracticable, if not altogether impossible. These factories would have to be closed if the former rates should be restored, and would cause those who have been endeavoring to build up the diamond-cutting industry an irreparable loss.

(4) It is against sound judgment to change a tariff every two or three years, as it is impossible to carry on any business under such conditions.

The principal, and, in fact, only argument brought against the present tariff on diamonds is that a large quantity of them are smuggled. We believe that laws could be enacted to make smuggling not only difficult but dangerous, and we beg you to see that such a law is incorporated in the administrative part of the new tariff bill.

SANDERS & BRUHL MANUFACTURING COMPANY,  
*Of Newark, N. J.*  
L. LILIENTHAL, *President.*

**SHOE LEATHER.**

(Paragraph 341.)

**STATEMENT MADE BY MR. H. WALLERSTEIN, OF NEW YORK CITY,  
IMPORTER OF SHOE LEATHER.**MONDAY, *January 11, 1897.*

Mr. WALLERSTEIN said: Mr. Chairman and gentlemen of the committee, we have been requested by the importers of shoe leather to appear before your honorable body to-day to state briefly that the duty



on shoe leather should not be advanced. By shoe leather is meant all kinds of finished leather that is used in the manufacture of shoes, with the exception of sole leather, of which there is none imported. The importation of shoe leather has dwindled to such small proportions that at the present time over 90 per cent of all shoe leather consumed in this country is manufactured by our domestic tanneries. We have at the present time about 1,884 shoe factories in this country and 1,700 tanneries and currying shops, which would seem an abnormally large number and liable to produce an overproduction of domestic leather were it not for the large increase in the export of domestic shoe leather within the last ten years.

The official statistics of the Treasury Department show that in the last twenty-two years the imports of shoe leather have fallen off as follows: 1874, value of imports, \$6,138,528; 1896, value of imports, \$2,880,314. It is to be remembered that in this amount is not only to be included shoe leather, but also saddle leather, bookbinder's leather, and harness leather, all of which is classified together under the tariff, and on that account it is reported in one lump sum by our Treasury statistics.

Against this, during the same period, the exportations of shoe leather, according to the statistics of the Treasury Department, have increased as follows: 1874, exports of shoe leather, \$232,884; 1896, exports of shoe leather, \$8,903,863. To this also should be added the export of sole leather, which in 1896 assumed the large proportion of \$7,474,021, making a grand total of exports of the American tanned leather in the fiscal year 1896 of \$16,377,884, against an importation of only \$2,880,314.

The importations of shoe leather at the present time assume a proportion yet in only two kinds of leather—that is, enameled leather and patent leather. These are produced in Europe only in a few districts, as climatic considerations, certain qualities of water, and other matters are necessary to produce these two articles perfectly, and these qualities can be found inherent only in these two districts in Europe.

Our domestic manufacturers fifty years ago tried to make patent and enameled shoe leather, but on account of the reasons enumerated to you they were not successful, while they have achieved signal success in all the other kinds of leather which they have undertaken to manufacture.

Against a few tanneries at the present time attempting and trying to make these kinds of leather there are hundreds of manufacturers who are obliged to use the imported article, as the domestic article has not given them the qualities or the satisfaction which they require. Their customers, the shoe dealers, must have the imported article.

Any increase of duty, therefore, would simply be placing an additional burden on our domestic manufacturers of shoes and their customers—that is, the wearers of shoes, the people at large; and no amount of duty, whatever it might be, that could be placed on shoe leather could induce them to use the domestic enameled shoe leather because it does not contain the qualities which they desire.

Another item which I would like to call your attention to is this—that within the last few years the export of American shoes has shown a very gratifying increase and result. Any addition in the duty on shoe leather, and the consequent enhancing of the cost of shoes, would act against the increase of exports of American-made shoes, and our statistics, official of the Treasury Department, show that in 1894 the amount of American shoes exported was \$880,179, while in 1896 they amounted to \$1,436,686. In 1789 the duty levied on shoe leather was



7½ per cent ad valorem. This was gradually increased, until 1812 the rate of duty was 35 per cent. This was the highest rate of duty ever levied on shoe leather in this country. Since then it has declined and been changed at various periods, until in 1884 the duty was definitely fixed at 20 per cent ad valorem, which is the present rate of duty. The present number of our domestic tanneries, their immense increase in output, and their enlargement should all prove conclusively that this rate of duty has not only been fully adequate to protect our American leather industry, but it has enabled it, as it were, to secure not only almost the complete monopoly of the home trade, but also a large amount of the foreign trade.

I beg to hand you herewith our brief, which contains full statistics and other arguments with which I do not wish to take up your valuable time. Any further information which you may desire my colleagues and myself will be happy to furnish you. At the same time permit me, Mr. Chairman and members of the committee, to thank you for your courtesy in allowing us the present hearing.

**PAPER SUBMITTED BY MR. WALLERSTEIN IN BEHALF OF  
VARIOUS NEW YORK IMPORTERS.**

NEW YORK, N. Y., *January 8, 1897.*

COMMITTEE ON WAYS AND MEANS:

We, the undersigned importers of shoe leather, respectfully submit to your consideration the following reasons why the duty levied on finished leather for shoe purposes, and provided for in the present tariff under the schedule of leather, should not be increased. The paragraph to which we refer is as follows:

Calfskins, tanned, or tanned and dressed, dressed upper leather, including patent, enameled, and japanned leather, dressed or undressed and finished; chamois or other skins, not specially enumerated or provided for in this act; kangaroo, sheep, and goat skins, including lamb and kid skins, dressed and finished.

The importation of leather has been reduced to such small proportions, that more than 90 per cent of all shoe leather consumed in this country is produced by our domestic tanners. We have now 1,884 shoe factories and 1,700 tanneries and currying shops, which would appear abnormal and would certainly create an overproduction of leather had not the export of American-tanned leather assumed such large proportions, thereby creating a new market for our surplus production.

The official statistics of the Treasury Department, hereto attached and marked Exhibit A, show a decrease in the importation of shoe leather during the last twenty-two years, as follows: 1874, value of importation \$6,138,528; 1896, value of importation \$2,880,314.

The official statistics of the Treasury Department, also annexed herewith and marked Exhibit B, show an increase of exports of shoe leather during the same period as follows: 1874, value of export, \$232,884; 1896, value of export, \$8,903,863.

To this should also be added the export of sole leather, which amounted during 1896 to \$7,474,021, while no sole leather whatever was imported.

The above figures, showing a steady increase of exports and a continuous decrease of imports, should demonstrate conclusively that the



rates of duty prevailing during the time covered by Exhibits A and B have proved fully adequate to protect the interests of our domestic tanners. As a matter of fact, were the duty on shoe leather to be reduced, or it even to be placed on the free list, it would not perceptibly increase importation, inasmuch as most kinds of leather are produced much cheaper and more suitable in this country.

The various kinds of leather now imported are used chiefly only for the finer grades of shoes, and the amount of consumption is insignificant, and assumes importance only in two kinds, viz, patent and enameled leather, the manufacture of which is restricted in Europe to only a few districts. Both patent and enameled leather have been manufactured by our domestic tanners as far back as fifty years ago, but their efforts have not been attended by the same signal success achieved with the other kinds of shoe leather, and from which it would appear that climatic conditions, certain kinds of water, and other requirements are necessary to produce patent and enameled shoe leather, and that no particular rate of duty has anything whatever to do with it. This conclusion seems specially warranted by the well-known fact that our domestic leather industry has been successful to an extent to not only secure almost a monopoly of the home trade, but also to supply foreign countries with steadily increasing quantities of shoe leather in addition to sole leather.

As against a few tanners here who have been trying to make patent and enameled leather there are hundreds of shoe manufacturers who, notwithstanding their natural disposition to favor American production, can not use these kinds of leather, because they have not given them the results which they and the shoe dealers require, and they must have the imported leather. Any increase of duty on patent and enameled leather would therefore neither benefit, nor assist the manufacture or sale of the domestic article, but would prove an additional burden to our shoe manufacturers and the public at large.

A higher duty would also act injuriously on the present favorable prospects for the sale abroad of American shoes. The efforts of our shoe manufacturers to obtain an outlet for their product in Europe have of late been attended by very gratifying results, and it would be a matter of serious concern to have them interfered with by a curtailment of exports, which would follow as a logical consequence of an augmented cost of leather and shoes. To demonstrate the importance of this new outlet, we beg to submit official figures from the Treasury Department, which show an increase of export of shoes within the last two years as follows: 1894, value of exports \$880,179; 1896, value of exports \$1,436,686.

In 1789 the duty on shoe leather was fixed at  $7\frac{1}{2}$  per cent ad valorem and was advanced in 1812 to 35 per cent, which is the highest rate of duty ever levied on shoe leather in this country. The rate of duty since then has changed at various times, but since 1884 has remained unchanged at 20 per cent ad valorem, and the fact of this rate being fully adequate is established by the supremacy of domestic leather here and abroad.

In conclusion, we beg to call attention to the fact that the importation of shoe leather has become a matter of such minor importance that there is not a single firm at present engaged exclusively in its importation. The former importers of shoe leather have either gone into other lines of business or have become to a large extent also exporters of domestic leather and have established tanneries here to turn out leather for both home and foreign consumption.



For all of which the undersigned pray your honorable body not to increase the duty on shoe leather.

BITTEL, TEPEL & Co.  
M. J. DRUCKER.  
EILERS MOVIUS LEATHER COMPANY.  
CHARLES HAUSELT.  
SALOMON & PHILLIPS.  
SHATTUCK & BINGER.  
D. WALLERSTEIN.

## EXHIBIT A.

*Imports of all kinds of shoe leather since 1874.*

| Year.      | Value.      | Year.      | Value.      | Year.      | Value.      |
|------------|-------------|------------|-------------|------------|-------------|
| 1874 ..... | \$6,138,528 | 1882 ..... | \$7,029,041 | 1890 ..... | \$2,567,528 |
| 1875 ..... | 5,941,238   | 1883 ..... | 8,235,053   | 1891 ..... | 2,822,951   |
| 1876 ..... | 3,996,881   | 1884 ..... | 5,621,344   | 1892 ..... | 3,290,627   |
| 1877 ..... | 4,589,713   | 1885 ..... | 5,064,584   | 1893 ..... | 4,109,875   |
| 1878 ..... | 3,784,729   | 1886 ..... | 4,854,159   | 1894 ..... | 2,007,131   |
| 1879 ..... | 3,667,564   | 1887 ..... | 3,993,898   | 1895 ..... | 2,878,583   |
| 1880 ..... | 7,623,769   | 1888 ..... | 3,385,942   | 1896 ..... | 2,880,314   |
| 1881 ..... | 5,746,349   | 1889 ..... | 2,571,775   |            |             |

## EXHIBIT B.

*Exports of all kinds of shoe leather since 1874.*

[Sole leather not included.]

| Year.      | Value.    | Year.      | Value.    | Year.      | Value.      |
|------------|-----------|------------|-----------|------------|-------------|
| 1874 ..... | \$232,884 | 1882 ..... | \$687,638 | 1890 ..... | \$4,475,989 |
| 1875 ..... | 335,086   | 1883 ..... | 385,825   | 1891 ..... | 5,525,981   |
| 1876 ..... | 948,980   | 1884 ..... | 2,179,468 | 1892 ..... | 4,129,714   |
| 1877 ..... | 1,280,225 | 1885 ..... | 2,870,934 | 1893 ..... | 4,685,812   |
| 1878 ..... | 903,968   | 1886 ..... | 2,600,056 | 1894 ..... | 5,470,332   |
| 1879 ..... | 953,188   | 1887 ..... | 3,248,895 | 1895 ..... | 6,038,940   |
| 1880 ..... | 658,242   | 1888 ..... | 2,992,806 | 1896 ..... | 8,903,863   |
| 1881 ..... | 661,019   | 1889 ..... | 3,385,553 |            |             |

## ADDITIONAL STATEMENT SUBMITTED BY IMPORTERS OF LEATHER

NEW YORK, *January 13, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We would respectfully ask leave to have filed with our brief handed in on January 11 the following additional statement why a change in the duty on shoe leather from ad valorem to a specific rate would be not only impracticable but impossible:

Some kinds of shoe leather are sold by the skin, some by the dozen, some by weight, and some by measure, and the price of the same kind varies according to size, quality, and weight. In order to determine on a specific rate corresponding with the present ad valorem rate it would be necessary to establish a different rate for each kind of leather, which would lead to considerable confusion and controversy, and, in fact, would operate as prohibitory on certain kinds of leather.

Inasmuch as a dozen of some kinds of leather may cost \$15, and another dozen of the same size and kind may cost \$25, on account of its superior selection, a fixed rate of duty per dozen would be too severe



a tax on the shoe manufacturers using the cheaper goods and would no doubt force them out of business. The same difficulties would be encountered if a fixed duty was established by weight, inasmuch as a dozen weighing, say, 30 pounds costs for the same surface of leather from \$15 to \$30, according to quality, and the manufacturers using the cheaper goods would be also forced out.

Within the last few years there has been a tendency on the part of our shoe manufacturers to use leather of a plumper substance, and under a fixed duty per pound skins of the same value and spread would cost the consumers of the plumper leather more money and place them at a disadvantage with those using the same kind of leather in a lighter substance.

It has been the aim of our shoe manufacturers to produce the best quality of shoes at the lowest possible figure, and any tendency to use lighter leather would eventually lead to their producing a less durable article, to the detriment of the consumers—that is, the people.

We therefore advocate the simplest mode of establishing the rate of duty as the most correct and equitable for all interests concerned, and for this reason beg that the rate on shoe leather remain unchanged at 20 per cent ad valorem.

BITTEL TEPEL & Co.

M. J. DRUCKER.

EILERS MOVIUS LEATHER COMPANY.

CHARLES HAUSELT.

SALOMON & PHILLIPS.

SHATTUCK & BINGER.

D. WALLERSTEIN.

#### STATEMENT OF MR. JAMES A. BANISTER, OF NEWARK, N. J.

MONDAY, *January 11, 1897.*

Mr. BANISTER said: Mr. Chairman and gentlemen of the committee, I represent the shoe industry as it relates to the duty on leather, and I wish to talk particularly as to the duty on patent leather and enameled leather, which, I believe, is being agitated. The better class of American patent-leather goods are made of imported patent leather, and I would say that the domestic business is not an infant industry. Patent leather has been made in this country for fifty years. They have not been able to make it equal to the imported, and there is a great demand for imported patent leather. The duty is 20 per cent, which, we think, is sufficient for the protection of American industries, and therefore the shoe and leather industry ask that the tariff may be left at 20 per cent. We ask for no decrease and we ask for no increase.

As so much time has been taken up, I think I shall leave my paper with you, and that will speak for itself.

#### BRIEF FILED WITH THE COMMITTEE BY MR. BANISTER IN BEHALF OF THE SHOE AND LEATHER TRADE.

WASHINGTON, *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned, representing the boot and shoe industry of the United States, would respectfully submit for your consideration, in



connection with the question of tariff on foreign shoe leathers, especially patent and enameled leather, the following:

(1) We recognize the necessity for such a revision of the tariff as will produce revenue sufficient to meet the legitimate expenses of an economically administered Government.

(2) We recognize it to be the duty of the Government to approve of just protection to American industries.

(3) We consider it prejudicial to American industries to totally prohibit foreign competition; and to these three points we wish to invite your attention.

On the line of our first proposition, that is the production of revenue as applied to the shoe-manufacturing business, there is now a duty of 20 per cent ad valorem, which has not been changed either in the McKinley bill or the Wilson bill, but has remained at this figure since 1884, we believe; and this is as high a figure as the shoe industry can legitimately stand. We believe that an increase in the tariff on this line of goods would prohibit almost entirely the importation of patent or enameled leather and other leathers that are included in the paragraph on leathers of the tariff law as it at present stands.

The competition in the manufacture of shoes is so great and the prices of goods have been so reduced that there is no margin for an increase in the cost of materials used, and the American production of patent and enameled leathers especially has been of such an unsatisfactory quality that it can not be made to take the place of the imported article, and an increase in the tariff on these leathers would really drive out of business a certain class of shoe manufacturers who are the better class, or manufacturers of the higher grades of goods, and so reduce the importation of such leathers as to deprive the Government of any revenue on these lines.

As to the second point, namely, the protection of American industries, we would simply say that the manufacture of patent leather in the United States is not a new industry. Patent leather has been made in this country for fifty years or more, and some of your petitioners whose names are hereto annexed have used American patent leather to a certain extent for forty to fifty years, and we can truthfully say that there has been no advance in the quality of the goods made in that time, and yet the leather manufacturers are working that line of business and becoming rich in it, while they sell their products for much less than the price of the imported article, and the large and growing increase in the amount of leather exported from our country within the last twenty years is of itself sufficient evidence that the protection of that industry would not increase the quality of the goods produced and is not necessary to make the business of profit to the manufacturer, who is already himself a strong competitor for the trade of foreign countries in their own markets. The larger portion of patent and enameled leather made in this country is used for carriages and for a low grade of shoes, and is not at all adapted for the higher grades of boots and shoes, and apparently the manufacturers are unable to reach that point where they can produce goods that are adapted to that work, and certain imported leathers seem to be necessities.

We believe, for the reasons given above, that a higher tariff would so diminish the demand for the imported article, on account of the exorbitant price, that the goods would be no longer imported in sufficient quantities to furnish any revenue or count in any manner as a means of support to the Government, and to convince you of the truth of this



fact we would call your attention to the article of imported French calfskins, which, thirty or forty years ago, were almost exclusively used in the manufacture of fine boots and shoes and are now scarcely recognized in the market, and the importations must have fallen off enormously in this time, such goods being displaced by other lines of goods.

We hardly think it necessary for us to quote statistics to prove any of the assertions we have made. You have the statistics before you, and are, no doubt, familiar with them on all these lines.

We also understand that there is to be an effort made to have the committee recommend a change in the manner of fixing this tariff, making it a specific tariff instead of an ad valorem, which, we think, would be impractical, or, if practical, would work an injury to the consumer of such leather, because of the various forms by which the prices of such goods are fixed; that is, some are sold by measure, some by weight, and some by count, and the price for the same articles varies according to size or substance or weight. A dozen of a certain kind of skins may bring, for instance, \$15, and another dozen of the same kind may bring \$30 on account of size or selection; and the same discrepancy relates to leather sold by the pound or by the foot, thin light skins costing much more than heavy ones; and so this variation is carried through all the ramifications of the trade, making a specific duty impractical from our point of view.

In regard to the third proposition with which we have started, that the prohibition of foreign competition would be prejudicial to American industries, it is a well-known axiom that "competition is the life of trade," and to compel our American manufacturers to make the most of their abilities it is necessary that they should be excited by foreign competition to continued diligence and effort in improvement, and it is to this element we owe the great advancement in domestic manufactures and industries; and while we should gain revenue enough from our importations to support our Government, and assess these revenues with a view to protecting American industries, we should also be careful not to prohibit entirely the importation of the better class of imported goods, that there may be an incentive for our people to strive continually for excellence.

We think it is only necessary to call your attention to these matters that you may be able to judge judicially on the merits of the question, and, in making your new schedule of tariff, may place the duty on the articles here specified, namely, "calfskins, tanned or tanned and dressed; dressed upper leather, including patent and enameled; and japanned leather, dressed or undressed, and finished; chamois and other skins not specially enumerated or provided for in this act; kangaroo, sheep and goat skins, including lamb and kid skins, dressed and finished," at a rate not higher than that now charged, and still afford sufficient and reasonable protection to American manufacture, and leave the possibilities of consumption so unchanged that the importation may at least assist in creating revenue for the maintenance of the Government, to which we acknowledge loyalty and faithful allegiance.

Strong, Garfield & Co., East Weymouth, Mass.; Rice & Hutchins, Boston, Mass.; Williams, Kneeland & Co., South Braintree, Mass.; R. B. Grover & Co., Brockton, Mass.; J. & T. Cousins, New York, N. Y.; Jno. J. Latteman Shoe Manufacturing Company, New York, N. Y.; Laird, Schober & Co., Philadelphia, Pa.; Hanan & Son, Brooklyn, N. Y.; J. Wichert, New York, N. Y.; H. Tavlör & Co., Philadelphia, Pa.; Hayes, Partridge Shoe



Company, Philadelphia, Pa.; Ephraim Martin, Brooklyn, N. Y.; James Parsons, Brooklyn, N. Y.; Geo. E. Keith, Campello, Mass.; The J. S. Turner Company, Rockland, Mass.; French, Shriner & Urner, Rockland, Mass.; Duling & Buek, Philadelphia, Pa.; Thos. Cort, Newark, N. J.; L. Boyden & Co., Newark, N. J.; James A. Banister Company, Newark, N. J.; The Lindner Shoe Company, Carlisle, Pa.; Johnston & Murphy, Newark, N. J.

### AMERICAN-MADE PATENT LEATHER EQUAL TO THE IMPORTED.

NEWARK, N. J., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

In relation to statements made before your committee to-day on Schedule N, leather, I would respectfully say that the statements made by Mr. Wallerstein and Mr. Banister are erroneous. The manufacturing of patent enameled shoe calf leather existed in this country during the period of low wages, between 1845 and 1860; that the period of high wages, between 1860 and 1890, which was in consequence of the war, exterminated this industry, and that the McKinley tariff of 1890 encouraged its reestablishment, which immediately grew to large proportions.

That climatic conditions of sun and water are detrimental to the manufacturing of patent enameled leather in this country is disproved by the fact that these leathers, when made here of the highest grade, are less subject to climatic changes than that which is imported.

Their statements were made from a false prejudice in favor of goods simply because they are of foreign make and without fully knowing the quality of goods made in this country.

R. G. SALOMON,  
*Manufacturer of Patent Leather.*

### STATEMENT SUBMITTED BY MR. R. G. SALOMON, OF NEW YORK, MANUFACTURER OF PATENT LEATHER.

NEWARK, N. J., *December 26, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

On behalf of ourselves and the tanners of the United States, we respectfully recommend that the duty on hides and leather be made specific, but adjusted according to the size of the skins, as the smaller skins need the most labor.

If, on the other hand, the present system be adopted, patent calf-skins should have an ad valorem duty of at least 35 per cent, correction being made of the conflict in the wording of the McKinley tariff and adjustment, and larger duties being allowed for the larger skins.

In relation to specific duty on patent calf, so-called japanned calfskins enameled skins, France, Germany, and Austria have a specific duty; that is, their tariff declared the goods to cost so much per pound. There is no question as to grades at all, but simply specifying the amounts of duty, and we are very much in favor of having the ad valorem duty done away with and make the duty on patent or japanned or enameled skins made out of kips, cowhides, horsehides, or any other hides, weighing 10 pounds per dozen, 75 cents per pound, and skins



weighing over 10 to 25 pounds per dozen, 60 cents per pound, and skins weighing over 25 pounds per dozen, 40 cents per pound.

These countries, France, Germany, and Austria, are the only foreign countries in which patent calf is manufactured on a large scale, and their leathers are the only leathers imported into this country at present.

The following will show more in detail the condition of the business and its needs:

#### SYNOPSIS OF THE PATENT CALF MANUFACTURING INDUSTRY OF THE UNITED STATES.

This industry was originally established in France and started there about a century ago, but it was transplanted later on into Germany, where it has become a very successful interest, employing over 20,000 men in the japanning and manufacturing of patent calfskins.

This industry was started in America during the period of low wages from 1845 to 1860. When the war broke out, wages rose so high that the competition of France and Germany in this specific article, japanned or patent calf, made the manufacture impossible here. This industry only languished here in a small way and was soon driven to the wall, while in Germany to-day about 90 per cent of the world's consumption of this article is produced, and this country is particularly supplied largely from there.

The rate of import duty prior to the tariff act of October 1, 1890, was 30 per cent. In the tariff act of 1890, the so-called McKinley Act, the duty, as per paragraph 456, is as follows:

Calfskins tanned or tanned and dressed, dressed upper leather, including patent, enameled, and japanned leather, dressed or undressed and finished; chamois or other skins not specially enumerated or provided for in this act, twenty per centum ad valorem; bookbinders' calfskins, kangaroo, sheep, and goat skins, including lamb and kid skins, dressed and finished, twenty per centum ad valorem; skins for morocco, tanned but unfinished, ten per centum ad valorem; piano-forte leather and piano-forte action leather, thirty-five per centum ad valorem; japanned calfskins, thirty per centum ad valorem; boots and shoes made of leather, twenty-five per centum ad valorem.

This clearly shows there is a great conflict in the wording of this tariff. When importers paid their duty of 30 per cent they paid the same under protest, and the Board of Appraisers could not help but side in favor of the importers on the duty on patent or japanned calf.

Tariff bill, 1894, paragraph 456, Senate bill, places the duty at 20 per cent, and the same duty for carriage leather. Carriage leather, however, is made out of large cow, steer, and bull hides, which are split into several layers, each one of these measuring 40 to 60 feet, and even larger, and are japanned separately, and on the side nearest the grain, often three or more layers—that is, parts of hides are produced out of one hide. The work is much coarser and can be done much cheaper, as calfskins measure 3 to 8 feet per skin. Then again much machinery can be employed in the manufacture of carriage leather, such as splitting, buffing, and graining machines, while with calfskins it is all hand work from the beginning to the end.

Carriage leather, again, is put to much coarser work, as japanned or patent calfskins are used mainly for ladies', gentlemen's, misses', children's, and boys' shoes, and are a luxury.

The faulty wording of the tariff clause of 1890 has brought the duty down to 20 per cent. While several large concerns had started in the manufacture of patent or japanned calf, upon the enactment of this bill, for instance, Walker-Oakley Company, of Chicago, Pfister Vogel



Leather Company, of Milwaukee, Messrs. White & Co., of Boston, and Rathburn, of Belleville, the decision of the Board of appraisers finding verdict in favor of importers, brought this industry almost to a stoppage and it has not recuperated since. There are only a few concerns which are still continuing this branch of business, but only in such a small way that nobody can make a success under these conditions. This article can be made very successfully here. The last few years have proven beyond doubt that we can make japanned or patent calf in the United States equal if not superior to European-made goods; but while we pay our workmen here from \$12 to \$20 a week, the workmen in Germany are earning from \$3 to \$5 a week. We can not afford to pay American wages and be able to compete at 20 per cent duty with European manufacturers who have a productive power to produce now, as I am informed, over \$20,000,000 of patent calf annually, and are under much lighter expense as to clerk hire, fire-insurance rates, rates of interest, etc.

Lately the European manufacturers have reduced their price of the manufactured article 10 per cent, simultaneously the duty having been declared to be put at 20 per cent, a severe blow being given to this industry.

If ad valorem rates are to be retained, it will be necessary to reestablish the McKinley tariff; also to make a distinct rate of duty for hides, and say hides, but not skins, so there is a plain understanding, which can not possibly lead to a faulty construction of the tariff, and further, for safety, to write the tariff so that hides measuring over 25 feet per hide cost 20 per cent duty, while hides measuring below 25 feet should be classified at 30 per cent ad valorem.

In order to fully explain the magnitude of the work done on one single calfskin, I give you the following:

The calfskins are soaked in pure water, then taken out and rinsed at least five times, then put into a so-called mill, and broken. Each skin by itself is taken over a tanner's beam and the sinews and blood removed; then the skins are placed in a lime pit (vat), where they must be handled for about ten days; that is, taken out each day and rinsed and the lime gradually strengthened until the ten days elapse.

The skins are then unhaired by hand, then they are trimmed, then fleshed, the remaining flesh being removed. The skins are then put into what is termed a pin wheel (also called a mill), in fresh water. The lime is removed in this mill by continually dropping the skins from the top of the mill, about 8 feet high, to the bottom, this mill being covered with wooden pegs throughout. After the lime is washed out in this way, the skins are put into a bate, where they are reeled or flooded continually by the use of a wheel similar to the wheel on a side-wheel steamer.

This done they are slated, and with a large knife, sharp, like a razor, the ground hair, if any, is removed. The skins are then washed out in lukewarm water, then taken into a light solution of bark. This is strengthened gradually, and when the skins have been in this about three weeks they are carefully laid away, each skin being covered with bark and remaining in this layer for four weeks, when they are tanned.

The skins are then washed out similar to the beam-house procedure. Then they are scoured and brushed with a hand brush on both sides and hung out to half dry. They are then shaved to an even substance, as no place must be heavier or lighter than the other. Then the skins are sumached.

After they are sumached they are set on a marble table or a glass



table, and all the indentations are removed; then they are oiled with the very finest oils obtainable.

The skins are then tacked out; that is, they are stretched on a wooden square frame to the extent of all the strength they can stand. They must also be as flat as a card, this being done with what is termed a crock board; then the flanks are filled with a dissolved moisture of isinglass—that is, the side of the hide and fore legs and the shoulders. This being done the skins are ready for japanning.

They are then covered on the flesh side with so-called black daub, which contains very expensive ingredients. This is rubbed with pumice stone until only a fine coat remains. This operation is repeated six times, each time a new coat of daubing being used. Only a very small particle, however, is left on the skin, as the leather would be brittle if it were too thick.

After the foundation has been brought about by sufficient daubing and pumice, until it is a very smooth surface, a coat of black paint is put on to give the intense jet black color under the varnish, the varnish itself being an amber shade.

The skins are then hung in a drying room over night, and then pumiced with a very fine stone preparatory to getting the final coat. The skins are then varnished with one coat of varnish, and put into a bake oven to bake and dry for a period covering four to five days. When this work is done, they are trimmed, and are then ready for the market.

You will see by this explanation the enormous amount of work that is done on these skins. While they can be manufactured, tanned, and finished, ready for the market, at a cost of \$3 per dozen, the amount of work in this country costs on a small skin \$8 per dozen; or, in other words, the same difference in cost of labor is the difference in cost of manufacture here and is shown in the end result; therefore, you will see on the face of this explanation that a duty of 30 per cent ad valorem is not more than a reasonably sufficient amount to cover the real cost of labor.

Small manufactured patent calfskins are invoiced by European manufacturers as low as \$8 to \$9 a dozen, consequently the duty on these at 20 per cent would only be \$1.60 per dozen skins, while we can not manufacture these calfskins in this country at less than \$11 to \$13 a dozen, and a little larger size, which is invoiced by European manufacturers at \$12 to \$14 per dozen, would cost, respectively, duty paid here, \$14.40 to \$16.80, while we can not produce these skins here at less than \$16 to \$18, respectively.

The kinds of leather that are yet imported into the United States are used by the wealthier population only, and such as are prejudiced against using American-made leathers, therefore the leather presently imported should come under the heading of luxury. This class will use imported leather, no matter what the difference in cost may be, so every likelihood is by fair protection American goods will gradually predominate.

The reason why a prejudice exists against domestic patent calf, which does not exist against domestic patent cowhide, is obvious. It is an article of luxury, and the fact of its being imported has a charm for the well to do. The cost of manufacturing patent calf in Europe, 10 pounds per dozen and under, \$3 per dozen; in America, \$10. Over 10 pounds per dozen and up to 25 pounds, \$4.50 per dozen; in America, \$16. Over 25 pounds per dozen and up, \$7.50 per dozen; in America, \$22.



It is therefore clearly shown that this branch of business will be extinguished unless the duty is placed at least at 30 per cent ad valorem or made specific.

R. G. SALOMON.

### INCREASE OF DUTY DESIRED.

BOSTON, MASS., *January 15, 1897.*

DEAR SIR: We think it desirable to have an increase in the duty on patent and enameled leather, and necessary if this industry shall be developed in this country, as with the present duty of 20 per cent ad valorem we find it difficult to compete with foreign tanners. This is largely due to the fact that this leather requires much more labor than any other kind and we are paying our help about three times as much as French and German tanners do for the same work. Instead of an ad valorem duty, as we have at present, we think it more desirable to have a specific one, to avoid undervaluations which we have reason to believe have been made in the past. A specific duty on these leathers would be reasonably alike on the different grades and qualities, as they do not vary in value in any large degree.

We advocate a duty of 50 cents per pound on patent, enameled, or japanned leather on hides or skins weighing over 25 pounds to the dozen, and of 75 cents per pound on such weighing under 25 pounds per dozen. This, we estimate, would be an increase of about 30 to 40 per cent on the present tariff. This increase would be no burden on the consumer, as this leather is an article of luxury, used almost exclusively by the wealthy.

Foreign manufacturers and importers have tried to create a prejudice against our native product by stating that this leather could not be successfully made in this country owing to "climatic conditions." Our two years' experience in this line has disproved this.

In conclusion will say that if the tariff is changed according to our petition we have good reasons to believe that in course of time we can so improve the process of manufacture that we will be able to challenge the world in these leathers, as we have done in all others.

A. F. GALLUN & SONS.

NEWBURYPORT, MASS., *October 19, 1896.*

GENTLEMEN: In answer to yours of the 16th instant, asking for our experience in regard to the enamel leather we have bought from you, will say that we have never had a pair returned to us or a single fault found with the wearing qualities of it. Have tested the stock ourselves by personal wear, and feel satisfied that it will give satisfactory service as compared with any imported stock we have used.

Yours, truly,

W. R. USHER & SON.

Messrs. A. F. GALLUM & SONS.

CAMPELLO, MASS., *October 19, 1896.*

GENTLEMEN: I have used a large quantity of your enamel leather this season, and am very happy to report that so far I have had very good results from its use. I am sure that another season, if you can make this leather equally as good, I shall be able to use a much larger quantity of it.

Very respectfully, yours,

GEO. E. KEITH.

Messrs. A. F. GALLUM & SONS.



BROCKTON, MASS., *November 5, 1896.*

DEAR SIR: In reply to yours of November 4 will say we have used your enamel leather the last year and it has given us very good satisfaction. In fact, we have used some of it for our own personal wear, and we must say that it has given entire satisfaction.

Yours, truly,

FIELD-HAZZARD COMPANY.

Messrs. A. F. GALLUM &amp; SONS.

CAMPELLO, MASS., *October 27, 1896.*

GENTLEMEN: Yours of the 16th received. In reply we would say that we have used several hundred dozen of your enamel leather this season and have failed to receive the first complaint regarding it from any of our customers. We have used all the different kinds of imported stock, and consider this superior to anything in the market. We have never had a pair of it returned.

Yours, truly,

THOMPSON BROTHERS.

Messrs. A. F. GALLUM &amp; SONS.

### UNDERVALUATIONS PROBABLE.

BOSTON, MASS., *January 1, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We write you relative to patent calf. We think a specific duty preferable on account of the undervaluation at the custom-house, of which not only we feel convinced, but we have the assurance of some of the custom-house officers in New York that they feel morally certain of this fact, but the legal proofs are lacking. Upon complaints to these officers the values of invoices were increased 9 per cent, and a short time afterwards another increase of 9 per cent was made without protest from the manufacturers. This we consider incontestible proof that the invoices must have been undervalued. We advocate a duty of \$1 per pound on patent calf leather weighing 10 pounds or less per dozen, 80 cents per pound over 10 to 20 pounds per dozen, 75 cents per pound over 20 pounds per dozen.

We advocate this because it is a new industry; because of the higher price of labor as compared to Germany; because it is an article of luxury; because labor forms over 50 per cent of its selling price, and because it is "undervalued" at the custom-house.

An undue prejudice has been created by designing foreign manufacturers against the use of the domestic product, and threats have been made to drive it out of the market or financially ruin those manufacturing it.

BERNARD &amp; FRIEDMAN.

### RATES RECOMMENDED.

WASHINGTON, *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Representing large interests in the tanning and finishing of leather in its different forms and in many of the States of the Union, we beg to submit to you our views, which are based on a thorough knowledge of the subject and the needs of the industry in general, together with a short yet definite classification that will go far toward stopping the evils of undervaluation.

We believe that raw material should be admitted free, when not injurious or detrimental to the growth of home industries. This, we claim,



is particularly the situation as it relates to raw hides and skins; that said duty would not benefit the producer in our own country, but would cripple a great industry, reducing its growing trade abroad, and adding a burden to the consumer at home. It is known that cattle are not raised for the hides, which are but a by-product, the price of which does not affect the price obtained for the cattle. We claim that there should be a duty on tanned and finished leather at least sufficient to cover the difference in cost of labor and material necessary to put them in the condition in which they are imported.

As leather manufactured in the United States can be made of as good quality, and with free hides and skins the ordinary grades at a less price than that imported, the benefit to the user is a direct one. Of this advantage the greater portion of our people have availed themselves, but the production of the finer grades of goods has been restricted by those who prefer to use foreign-made material when it can be furnished at about the same price. An increased duty will aid in overcoming this prejudice and elevating the standard of American-made goods.

Among the finer grades of leather which constitutes the bulk or larger part of the present importations are patent and enameled or japanned leather. The cost of labor alone in manufacturing these goods is 50 per cent of the value of the finished product. In this industry the wages paid in most foreign countries are but one-fourth to one-third the wages paid here.

It is of the utmost importance to afford the home product of patent and enameled or japanned leather a fair chance of competing with the foreign, and to enable the American manufacturers to produce these finer grades a specific duty equivalent to an ad valorem duty of 40 per cent should be assessed.

Since the classifications now given in the tariff law do not represent the different kinds of leather imported, such classifications should be so changed that such decisions as those of the General Appraisers Nos. 694, 2110, 2881, which are so manifestly not the intention of the law, but relegated to that catch-all clause of "not specially provided for," will be impossible.

Hides and skins, raw or uncured, whether dry, salted, or pickled, free.

Hides and skins, tanned and in the rough, not split, curried, nor dressed in any manner, nor specially trimmed, 15 per cent.

Hides and skins, tanned and in the rough, when split or specially trimmed or cut, 20 per cent.

Hides and skins, tanned and curried or finished, either in the russet or colored, when in the full hide, side, or skin, and not hereafter mentioned, 25 per cent.

Hides and skins, tanned and finished, when specially trimmed, cut, or uncut, and leather tanned or embossed by either roll or plate, or illuminated leather, 35 per cent.

Patent, enameled, or japanned leather, a specific duty as follows: on hides or skins weighing 25 pounds, per dozen or over, 50 cents per pound; on hides or skins weighing under 25 pounds, per dozen, 75 cents per pound.

T. D. PALMER,  
*Secretary, Newark, N. J.*

### RECOMMEND A DUTY OF 75 CENTS A POUND.

NEWARK, N. J., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We advocate a specific duty on patent and enameled or japanned leather of 76 cents per pound. The present rate of duty, 20 per cent ad valorem, is wholly inadequate for the following reasons:

- (1) The ad valorem rate of duty gives rise to undervaluations.



(2) Labor constitutes over 50 per cent of the cost of the finished product, comparatively little machinery can be used; foreign manufacturers pay their labor but one-fourth to one-third of the wages we pay.

(3) It is chiefly an article of luxury.

(4) Foreign manufacturers claim to be the only possessors of the secret of making these goods and have continually asserted that patent calf of equal quality could not be produced in this country; the American product has been greatly prejudiced, but it has been conclusively demonstrated that with adequate protection we can successfully compete.

(5) A large amount of capital has already been invested and sunk in trying to establish this industry in this country, and if properly encouraged, employment may be given to a large number of workingmen.

(6) Unless an adequate duty is imposed, all the American manufacturers who in the last five or six years have struggled at a loss to plant this industry here, will absolutely be compelled to abandon the field and leave our home markets entirely to the foreign manufacturers, who then will be entirely free and most likely to considerably advance their prices to the American shoe manufacturers and consumers, for nearly all these goods are manufactured abroad by two or three exceedingly powerful houses who will then virtually and effectively control the American market.

THE WOODSIDE PATENT CALF MANUFACTURING CO.

## CHAMOIS LEATHER.

(Paragraph 341.)

### STATEMENT OF MR. FRANK CHAPOT, OF PLAINFIELD, NEW JERSEY.

MONDAY, *January 11, 1897.*

Mr. CHAPOT said: Mr. Chairman and gentlemen of the committee, I come here to ask you for a larger protection on chamois leather. We have built a new industry, and we need protection to enable us to compete with the European manufacturers. The English goods are sold here in very large quantities. The McKinley tariff induced us six years ago to come here and build up this new industry; and we think if we get your consideration and help, it would be a great thing for the United States. The 20 per cent tariff is not enough for our own work.

Mr. HOPKINS. Was the duty higher under the McKinley law?

Mr. CHAPOT. No; it was not, but we expected it to be, or else we would not have come here, and we know by experience; we lost a few thousand dollars that we invested in the chamoise leather industry.

Mr. DALZELL. When did you start the industry?

Mr. CHAPOT. In 1892.

Mr. DOLLIVER. Are you still running?

Mr. CHAPOT. We are still running, but on a very small scale. We built a large factory, spent \$50,000. We have been going down year by year.

Mr. DALZELL. How many other factories are there of this kind in this country?

Mr. CHAPOT. We are the only one in the United States to compete with the European goods, and that is why we think we ought to be protected.

Mr. McMILLIN. You get your hides free now?

Mr. CHAPOT. We want them free.



Mr. McMILLIN. You want the hides free?

Mr. CHAPOT. Yes, sir.

Mr. McMILLIN. You want them free and an increased protection on the manufactured goods?

Mr. CHAPOT. Yes, sir; to balance the wages of Germany, England, and France against our own wages.

Mr. McMILLIN. Are you a native of the United States?

Mr. CHAPOT. No, sir.

Mr. McMILLIN. How long have you been here?

Mr. CHAPOT. Six years.

Mr. McMILLIN. When were you naturalized?

Mr. CHAPOT. I was not naturalized. I took the papers out——

Mr. McMILLIN. You have declared your intention of becoming a citizen, then?

Mr. CHAPOT. Yes, sir.

Mr. McMILLIN. Twenty per cent is not only 20 per cent on the finished goods, but 20 per cent to you in the original cost of the skin, because the skin that is tanned abroad has to pay the duty on its original cost, as well as the cost of tanning, doesn't it?

Mr. CHAPOT. You see, the same goods that you would buy in Europe for \$3 you will have to pay \$4 for here. The wages in Europe run about—well, we pay \$12 here, and for \$3.75 a week over there a man can be got who works twelve hours a day and does the same work.

Mr. DOLLIVER. Did you work over there?

Mr. CHAPOT. Yes; I worked over there and I know by experience what I am telling you.

Mr. McMILLIN. You had a mill there.

Mr. CHAPOT. Yes, sir; and we gave it up on account of the McKinley bill; we thought we would come here to this country and start this industry.

Mr. McMILLIN. And it did not pan out as you thought?

Mr. CHAPOT. No, sir.

Mr. McMILLIN. It doesn't a great many times.

Mr. TURNER. What do you demand?

Mr. CHAPOT. Thirty-five per cent.

Mr. TURNER. Yours is the only factory of its kind in America?

Mr. CHAPOT. Yes, sir.

Mr. TURNER. What proportion of the consumption of the United States do you now furnish?

Mr. CHAPOT. Now, we do not furnish one one-thousandth part.

Mr. TURNER. Your factory is not large enough to furnish more than one one-thousandth part of the consumption of the United States, and yet you want 70,000,000 people to pay 35 per cent extra on the goods.

Mr. CHAPOT. No, sir; chamois is a luxury rather than anything else, and if you give us the protection we could produce the goods without hurting the working people of the United States. We make ourselves good in a year to produce one-tenth of the quantity consumed here.

Mr. TURNER. Don't you think you could produce more than one-tenth?

Mr. CHAPOT. We might try it.

Mr. TURNER. And you want the people of the United States to pay this increase duty on nine-tenths of the consumption in order to take care of your one establishment?

Mr. CHAPOT. No, sir; we do not ask that. There is a beginning to all things, and a new industry can not be expected to be built up in a



year of time; but still we think we would push it as hard as we can to make this an American industry.

Mr. PAYNE. This stock is used by the rich and the well-to-do people?

Mr. CHAPOT. Yes, sir; all the wealthy people.

Mr. PAYNE. You simply want the classes to pay this in order to give work to some of the masses?

Mr. CHAPOT. Yes, sir. We want the wealthy to share some of their money with the laboring classes.

### BRIEF FILED BY MR. CHAPOT.

PLAINFIELD, N. J., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We are manufacturers of chamois leather, and we come respectfully before your committee to ask you to put a duty of about 35 per cent on all chamois leather imported to this country, so that we shall be able to compete successfully with the cheap labor of England, France, and Germany.

Ours being a new industry and the only one of its kind in the United States, we think we ought to have your consideration and help to make a success of it.

We pay American wages, on an average of \$12 a week, while European manufacturers, in either country named above, hardly average \$3.75 a week, which means, in plain words, that they can have the work of three men to our one for the same price. This is a fact we are ready to swear to.

Chamois leather being an article of luxury rather than of necessity, people who have bought it will keep on doing so, regardless of the article being imported or not, as long as it suits their tastes, so that both the United States Treasury and the home manufacturers will be benefited should you put on chamois leather the duty we ask for.

It was the McKinley tariff that induced us to come to the United States and start this new industry, and we do hope the new McKinley Administration will favor again American manufacturers.

As a conclusion to all we have just said, we think that the manufacturers of chamois leather would be greatly favored should your committee let in free of duty cod oil, raw hides, pickled skins, and all pelts without the wool.

THE C. CHAPOT & SONS'  
CHAMOIS LEATHER AND GLOVE COMPANY,  
By FRANK CHAPOT.

STATE OF NEW JERSEY,  
*County of Union, ss:*

Frank Chapot, of full age, being duly sworn according to law, on his oath deposes and says that he is one of the firm of C. Chapot & Sons mentioned in the petition hereto attached; that the statements in said petition are true, to his knowledge, so far as they relate to said firm of C. Chapot & Sons, and the other statements therein are true to the best of his knowledge and belief.

FRANK CHAPOT.

Sworn and subscribed to before me this 9th day of January, A. D. 1897.

[SEAL.]

WILLIAM NEWCORN,  
*Notary Public for New Jersey.*



## MOROCCO OR GLAZED KID.

(Paragraph 341.)

## STATEMENT OF MR. HENRY BURK, OF PHILADELPHIA.

MONDAY, *January 11, 1897.*

Mr. BURK said: Mr. Chairman and gentlemen of the committee, I represent more particularly the morocco or glazed kid industry. These goods are made entirely of goatskins.

I have prepared an article here that will cover all we desire. We are first and foremost in favor of a specific duty for the same reasons that other gentlemen have advanced here before you. We ask for it because owing to the undervaluations that are possible under the present system great injustice is possible. I would state here now, however, that as our industry exists to-day we are fully protected. We desire a per-dozen duty; that is what we request.

The great increase in the exportation of shoe leather, I think, is really the increase that has taken place, particularly in glazed kids, and that is not owing to the fact that we are able to produce it cheaper, but because during the last ten years a revolution has taken place in the manner of tanning that and other leathers. We have developed a process by which we have entirely gone away from the old method of vegetable tanning, and we are now using entirely chemical processes. This leather is so superior in its wearing qualities and every other respect that it has entirely displaced vegetable tanned leather, and the Europeans are obliged to use it, owing to its superiority.

The CHAIRMAN. Does that new process apply to a specific kind of leather or to all leather?

Mr. BURK. To a larger degree to glazed kids and morocco, but it is also applied to all leathers—boot leathers, shoe leather, harness leather, and all kinds of leather. I am only offering this as an explanation why this great increase of importations has taken place. As I said, we are first and foremost in favor of the specific duty.

We also desire that skins remain upon the free list. It has been intimated that there has been a proposition to make skins dutiable. There are no goatskins produced in the United States to any appreciable extent. I do not think that as many as 2 per cent of what are used are produced in the United States. There are about 30,000,000 goatskins consumed annually in the United States for shoe purposes; more than all the other civilized nations of the earth use. We are the greatest shoe users in the world.

Mr. HOPKINS. From what countries do you get these skins?

Mr. BURK. About 12,000,000 are produced in India—more than one-third. South America produces probably between 3,000,000 and 4,000,000.

Mr. HOPKINS. What other countries besides Brazil and South America?

Mr. BURK. All of Europe and Africa and China. Mexico produces, perhaps, a little less than 1,000,000 per annum. As I said before, we are fully protected on tanned and finished leather as it is at present, but we would prefer to have that duty in a specific form.

Mr. HOPKINS. Before you leave that subject I would like to ask you one other question to understand this more clearly. From what countries do you get most of your skins besides those you have named? You say you get 12,000,000 from India. Where do you get the rest?



Mr. BURK. I have the statistics here of 1896.

Mr. HOPKINS. Showing the amount from each country?

Mr. BURK. Yes, sir.

Mr. HOPKINS. Well, that will be printed with your statement.

Mr. BURK. The arrival of goatskins at the port of New York, which does not include Philadelphia and Boston, has been as follows: In 1890, 22,216,000 pieces; in 1891, 21,000,000; in 1892, 19,000,000; in 1893, 17,000,000; in 1894, 20,574,000; in 1895, 24,685,000, and there was a similar increase in 1896.

Mr. DALZELL. Do I understand you to say we are making patent leather now in this country?

Mr. BURK. Yes, sir.

Mr. DALZELL. To what extent?

Mr. BURK. I do not think to a very large extent. I might say that patent leather stands in about the same relation to-day to this kind of goods as glazed kid stood about ten years ago. Then all glazed kid was imported from France, and the value of a good quality was about 80 cents per square foot. The greatest part of this profit went to the importer. The same grade of leather is made to-day in appearance and fineness of a far superior quality and sold at 35 cents per square foot. That has been done owing to protection, to the duty that has been imposed, or otherwise the United States manufacturer could have never developed the art and industry.

Mr. DALZELL. The duty enabled us to make the leather and brought down the price?

Mr. BURK. Yes sir. We have reduced the price upon the finest grade about one-half and in proportion the lower grade. Glazed kid is sold per foot value, and it varies from 6 to 40 cents, the larger amount, of course, being in the medium grade from 18 to 25 cents. I think that the same thing will obtain with regard to patent leather and japanned leather if those leathers are well protected. I think in the course of a few years the manufacturers of the United States will furnish patent leather to the Europeans and we will reverse the present condition of affairs.

We have another article that enters into competition with us which is not and never has been fully protected, and that is what is termed the East India tanned goat and sheep skin. There are no finished leathers that come in competition with us from East India. We think from physical reasons that it is impossible to make leather fully there. They simply tan it. The tanning is more than one-half of the process. Now, we have a duty of 20 per cent against European competition on tanned and finished leather. We have a duty of 10 per cent against the Sepoy labor competition of 10 per cent. Now, while it might be fair that a duty of 10 per cent upon a half-done skin would be as much protection as 20 per cent upon a wholly finished skin, it must be borne in mind that in one case we are competing with labor that lives, while in the other case we are competing with labor that simply exists—that is, the Sepoy labor of India. Previous to the time when the new processes of tanning were adopted it was always a matter of compromise between the tanners of raw stock and the finishers of India tanned leather, because the finishers of India tanned leather always said, "You do not want to make us pay a higher duty." We were not warranted in asking it, because there did not exist that great difference in the quality of the leather. The India tanned leather is most inferior. It is not nearly so good as the American tanned leather, but it comes into competition with us. These skins come in under an ad valorem



duty of 10 per cent, which is not more than equal to about 3 per cent, as against the duty of 20 per cent on tanned and finished leather of European manufacture. We would ask that the duty on East India tanned goat and sheep skins be increased 50 per cent, or equal to 15 per cent ad valorem.

I have embodied here in my brief a schedule. It is a very short thing. I will read it. We propose that on goatskins for morocco purposes there be a tax of \$1.50 per dozen; on sheepskins for morocco purposes, \$1 per dozen; on tanned and finished goatskins, morocco, or glazed kid, \$2.50 per dozen. This would be equal to about the existing ad valorem duty on tanned and finished leather and an increase of about 50 per cent on India tanned goat and sheep skins.

Mr. HOPKINS. Referring to the specific duty of \$1.50 on goatskins which you propose, what is the ad valorem duty equivalent to that?

Mr. BURK. That would be about 15 per cent.

Mr. HOPKINS. What would be the equivalent ad valorem duty on the \$1 specific duty you ask for on sheepskins?

Mr. BURK. About 15 per cent. I have borne in mind the difference in the cost of labor. I assume it is intended to protect an American industry like this. Keeping in view the raising of proper revenue, I base the request for \$2.50 specific duty upon tanned and finished goatskins for morocco or glazed kids upon the fact that the average value of glazed kids is about \$12.50 per dozen, which would be equal to about 20 per cent.

I want to impress upon the gentlemen of this committee that we do not ask an advance except upon these East India tanned skins. They have always been a menace to the morocco industry in the United States. The morocco industry of the United States is obliged to put up an expensive plant, which after it is erected is worthless for any other purpose except the one for which it was intended. The manufacturer has to maintain that. He has vats, and all sorts of things, and he is obliged to keep up an expensive establishment. When times are favorable and East India tanned skins are low, parties go in to beat them, hire a little barn, and finish them. They only need a table and a brush to color them and finish them. When things are not favorable, they shut up their tents and close up for the time being, but at those times we are always injured in our business. I want to impress upon you that it is not for the benefit of the masses that this cheap leather is made. Those shoes, although cheaper, are not worth within 50 per cent of the American product.

To give you an idea of what bearing that has, in 1890 the importation of East India tanned goatskins was 2,709,000; in 1895 it was 4,480,000, being about 40 per cent of the skins which India produces. But it hurts us in two ways. It takes that amount of good goods we should have in this country and produces here a poor leather.

#### **ADDITIONAL STATEMENT SUBMITTED BY MR. BURK.**

WASHINGTON, D. C., *January 11, 1897.*

##### **COMMITTEE ON WAYS AND MEANS:**

The following is respectfully submitted: Glazed kid or morocco leather is made from goatskins, which are imported in the raw state from all parts of the world, a very small proportion, probably less than 5 per cent, being of native production. Under these circumstances a duty on raw goatskins is unnecessary and would be of great injury to the



morocco-leather industry, as well as tending to increase the cost of shoes, without being of benefit to anyone.

About 100,000 goatskins are tanned per day in the United States, representing in the finished state about \$125,000 in value. About 10,000 persons are employed in the manufacture and sale thereof. About \$15,000,000 capital is invested in plants and machinery.

The present rate of duty of 20 per cent has existed since 1878 on finished morocco skins, and is a sufficient protection for the industry if honest valuations are made, but under the ad valorem system great frauds are possible by means of undervaluations. Therefore, it is recommended that a specific duty equal to 20 per cent ad valorem be adopted, which, it is believed, will give full measure of protection as well as insuring proper revenue.

The existing duty of 10 per cent on goat and sheep skins, tanned but not finished, is, however, inadequate, owing to the great difference in the cost of labor in the United States and India. A reference to the importations for the past five years will show that the importations of India tanned goat and sheep skins have increased to a very large extent; in fact have nearly doubled. This is no doubt owing to the fact that labor in the United States in the morocco industry costs about \$1.75 per day. The cost in India is about 7 cents per day.

These India tanned skins are of an inferior tannage, but when colored and finished are in appearance very similar to American tanned leather, and the difference can only be distinguished by experienced persons.

It is therefore asked that the duty on India tanned goat and sheep skins be increased so as to be equal to 15 per cent ad valorem. It is believed that such an increase will be a benefit to the manufacturers as well as to the consumers.

A specific duty on India tanned goat and sheep skins is recommended as per following schedule:

On goatskins for morocco purposes, \$1.50 per dozen; sheepskins, \$1 per dozen; on tanned and finished goatskins, morocco or glazed kind, \$2.50 per dozen.

This would be equal to about the existing ad valorem duty on tanned and finished leather, and an increase of about 50 per cent on India tanned goat and sheep skins.

HENRY BURK,

*On behalf of Morocco Manufacturers of Philadelphia.*

#### **MANUFACTURERS OF MOROCCO FROM EAST INDIA TANNED GOAT AND SHEEP SKINS PROTEST AGAINST INCREASE OF DUTY.**

BOSTON, MASS., *January 11, 1897.*

##### **COMMITTEE ON WAYS AND MEANS:**

We, the undersigned manufacturers of morocco from East India tanned goat and sheep skins, respectfully represent that an effort is being made before your Ways and Means Committee to have the duty on East India tanned skins, imported for manufacture into morocco, raised above the present rate of 10 per cent ad valorem, under paragraph 341 of the customs law of 1894, as "skins for morocco, tanned but unfinished," and earnestly ask your aid that the present rate be maintained with no increase in duties on this article, for the following reasons:

The goods in question are imported in an only partially manufactured condition, and require almost as much labor in our factories to be put into condition to be sold in our domestic markets as is required to tan



and finish skins in the raw state into like condition, the proportion of labor to the value of the raw material being about 25 per cent.

The importation of India tanned skins averages annually about \$4,000,000, the cost of which in the manufactured state is enhanced by about \$1,000,000 expended for labor, and this labor is performed principally in New England.

Up to within ten years the bulk of this manufacturing or the refinishing of India tanned skins was performed in Germany, and the finished morocco was imported in vast quantities. During that period, under a duty of 10 per cent on the East India tanned skins, the conditions then prevailing have been almost wholly transposed, the industry of manufacturing having been developed here and the importations have increased in that time about five-fold, the importations of the finished morocco from Germany and other European countries having nearly, if not quite, ceased.

We would further earnestly urge on your attention that the manufacturers of morocco from raw goatskins already find a large market abroad for their product, and that the usual demand for morocco for use in this country would be inadequate were it not for the importations of East India tanned skins. The rate of duty in the customs bill of 1890 was 10 per cent, and has been 10 per cent for at least twenty-five years.

In view of these facts, it would be manifestly unfair to put an added burden on to us in the shape of additional duties, and we most earnestly bespeak your prompt consideration of our petition.

TREADWESLL BRO. & CLARK, and 15 others.

## OBJECT TO HIGHER DUTY ON INDIA TANNED GOATSKINS.

BOSTON, MASS., *January 11, 1897.*

### COMMITTEE ON WAYS AND MEANS:

As a New England manufacturer of leather, I must protest against certain remarks made before your committee at the hearing granted to the leather industry.

A certain gentleman remarked that in the first place the price of India tanned goatskins should be advanced to 20 per cent. The manufacture of that class of stock is almost an exclusive industry in the New England States, and as such it seems that the remark made by this same party was one to help a certain section of the country to the detriment of another. It would certainly be poor policy on the part of your committee to advance the price without a thorough investigation into the same. The industry gives employment to thousands of people, and it is not necessary, perhaps, on my part to tell you that New England (and Boston especially) is to-day the leather and shoe center of the United States, and within a very short time will be almost of the world; perhaps the latter is a little farfetched, but when you take into consideration that at the present time there are any quantity of English houses represented in Boston by experienced men to buy for them our product which amounts to millions of dollars a year, and certainly when, under the existing circumstances of the tariff which has existed the past years, we have been slowly and surely building up a tremendous big export trade not alone in leather but also in shoes, I think that it were well to leave this industry as it has existed during the past years.



Without going into an extensive or an exhaustive review, it must be apparent to your committee that any industry which is able to export as large an amount of leather and shoes as has been the case in our industry, with the tariff as it has been, it certainly speaks well for the tariff, and therefore it ought to be left as it has existed, because what we need in this country, not alone in our own industry but in every other, is the exporting of our finished product.

I also wish to protest against the advance of enameled and patent leather. If the manufacturers here were able to make that class of stock satisfactorily, it would be another thing, but it is almost impossible to produce this class of stock properly in the States, for the reason that the manufacturers do not make a specialty of the same, and therefore can not give it the same attention. We import this class of stock from the other side, make it into shoes, and then reexport shoes. So, if the duty is advanced, it will certainly be detrimental to the export trade, which has been the main object of this letter.

L. AUERBACH,  
Of MELES & AUERBACH,  
*Manufacturers of Leather.*

### PROTEST FROM NEW ENGLAND.

HAVERHILL, MASS., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We, the undersigned shoe manufacturers, respectfully represent that an effort is being made before your Ways and Means Committee to have the duty on East India tanned skins imported for manufacture into morocco raised above the present rate of 10 per cent ad valorem, under paragraph 341 of the customs law of 1894, as "Skins for morocco, tanned, but unfinished," and earnestly ask you to refuse to advance the rate of duty on this article for the following reasons:

The goods in question are imported in an only partially tanned condition, and require almost as much labor in our factories to put into condition to be sold in our domestic markets as is required to tan and finish skins in the raw state into like condition, the proportion of labor to the value of the raw material being about 25 per cent.

The importation of India tanned skins averages annually about \$4,000,000, the cost of which in the manufactured state is enhanced by about \$1,000,000 expended for labor, principally in New England.

Up to within ten years the bulk of this manufacturing, or the refinishing of India tanned skins, was performed in Germany, and the finished morocco was imported in vast quantities. During that period, under a duty of 10 per cent on the East India tanned skins, the conditions then prevailing have been almost wholly transposed, the industry of manufacturing having been developed here, and the importations have increased in that time about fivefold; the importations of the finished morocco from Germany and other European countries have nearly, if not quite, ceased.

We would further earnestly urge on your attention that the manufacturers of morocco from raw goat skins already find a large market abroad for their product, and that the usual supply of morocco for use in this country would be inadequate were it not for the importations of East India tanned skins. The rate of duty in the customs bill of 1890 was 10 per cent, and has been for at least twenty-five years.

In view of these facts it would be manifestly unfair to put an added burden onto us in the shape of additional duties, and as any increase



in cost of these goods, which are principally used in the manufacture of shoes, would impede the course of our business, we earnestly urge the granting of our petition.

GALE SHOE MANUFACTURING COMPANY,  
By H. E. GALE, of *Haverhill, Mass.*,

and 105 others, shoe manufacturers of Lynn, Mass., Stoneham, Mass., Salem, Mass., South Berwick, Me., Worcester, Mass., Skowhegan, Me., Calais, Me., Manchester, N. H., South Weymouth, Mass., Mechanic Falls, Me., Ellsworth, Me., Medford, Mass., Hudson, Mass., Auburn, Me., Hopkinton, Mass., Nashua, N. H., Dover, N. H., Newburyport, Mass., Athol, Mass., and North Middleboro, Mass.

### PRESENT RATE OF DUTY IS AMPLE.

BOSTON, MASS., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Action tending toward increasing the rate of duty on tanned skins for morocco is strongly opposed here as interfering with two of the principal industries in New England—shoe and leather. The present rate of duty is ample and does not conflict with any protected industry.

DINGLEY-FOSS SHOE COMPANY.

### PIANOFORTE LEATHER.

(Paragraph 341.)

#### STATEMENT OF FREDERICK WILLIAM KRAFT, MANUFACTURER, OF BRONXVILLE, N. Y.

MONDAY, *January 11, 1897.*

Mr. KRAFT said: Mr. Chairman and gentlemen of the committee, in 1889 I used to deal in the buckskin used as piano leather. I used to pay from \$12 to \$20 apiece for the skins and sold them for about \$2 profit. After awhile I thought I would start that business myself and manufacture, and since I have manufactured I have had to come down to \$20, to \$18, and from \$18 to \$15, and from \$15 to \$14 and \$12, and at the present time they send those skins in at about \$3 apiece. It is a leather that takes me six months to manufacture. They make them in about twenty-four hours, and I pay my men \$15 a week. They pay about \$3 a week in Europe. I have a hard struggle to get along because of these importations. I brought a sample here and will show it to you.

Mr. DALZELL. Are you talking about pianoforte leather?

Mr. KRAFT. Yes, sir.

Mr. DALZELL. There was only \$619 worth imported last year.

Mr. KRAFT. I did not use much more than that last year myself, because the people did not want to use any leather. It took me six months to manufacture that piece. [Exhibiting sample.]

Mr. HOPKINS. What you want is legislation to bring about good times again?

Mr. KRAFT. That is what we are waiting for, and I guess we will have it. A few years ago I supplied for one house in New York some \$24,000 worth of leather, and the first year of the Cleveland Administration I



dropped down to \$12,000, and I guess this year I won't do over \$3,000 worth of business.

The CHAIRMAN. How much is there of this consumed in the United States?

Mr. KRAFT. I sell between \$75,000 and \$100,000 worth.

The CHAIRMAN. Are you the only manufacturer in the United States?

Mr. KRAFT. Yes, sir; the only one in the United States, with the exception of one, but he only makes about 1,000 skins a year.

The CHAIRMAN. In 1893 there was \$582 worth imported into this country, and in 1896 there was \$639 worth only imported.

Mr. KRAFT. I tell you they get around this. You see the real pianoforte leather here [indicating], but they are manufactured of buckskins; they sell doeskins as buckskins.

The CHAIRMAN. Do you mean they evade the duty?

Mr. KRAFT. Yes, sir.

Mr. PAYNE. You want a better definition of the article you manufacture?

Mr. KRAFT. Yes, sir.

Mr. PAYNE. Can you suggest how it should be designated?

Mr. KRAFT. No; it is pianoforte action leather, and they manufacture it of buckskin. They say that it is buckskin; they say they don't sell pianoforte leather.

Mr. PAYNE. But they manufacture buckskin into other things.

Mr. KRAFT. Yes; but this is buckskin, too.

Mr. PAYNE. If you include buckskins at that high rate of duty, so as to protect your industry, you will shut buckskins out for many other purposes of manufacture.

Mr. KRAFT. You gentlemen ought to know how to get around that better than I do.

Mr. TURNER. You have pretty nearly a monopoly on this business?

Mr. KRAFT. They get the best of me around that way, and where you take in 2,000 skins that sets me back considerably. A skin like that I used to sell for \$15. I now sell for \$3, and am glad to get that.

Mr. TURNER. The thing you desire is to strike the buckskin?

Mr. KRAFT. Yes, sir.

Mr. TURNER. You have already got the makers of the pianoforte leather pretty much out of the market?

Mr. KRAFT. I have done considerably well. I started with hardly anything.

Mr. TURNER. Have you made money since you started?

Mr. KRAFT. I bought some real estate about eighteen years ago, and that four or five doubled since. I did not make it in the business. Still, I am working hard every day, the same as a laboring man, and I have two sons who do the same thing.

The CHAIRMAN. These goods must either come in as pianoforte leather or come in under the buckskin clause, and chamois or other skins not specially enumerated or provided for in the act at 20 per cent ad valorem. That clause was the same in the act 1890 that it is in the act of 1894. So your goods had the same chance then as now.

Mr. KRAFT. When the McKinley bill came in I came here, and Mr. McKinley gave me a bill leaving it at 45 per cent.

The CHAIRMAN. You had 35 per cent on pianoforte leather under the act of 1890?

Mr. KRAFT. Yes; 35 per cent, as it passed the Senate.

The CHAIRMAN. You only had 35 per cent?

Mr. KRAFT. Yes; I had 45, and Mr. Hiscock would not allow 45,



and he cut me down to 35, and I was satisfied. Then I came here, and Mr. Wilson's bill cut me down to 20 per cent again. So I thought I would come down and see what you gentlemen would do. [Laughter.] Well, I am satisfied with the 35 per cent, if you will give me that back again—what those parties took off.

The CHAIRMAN. Under the present duty you say the importations have increased?

Mr. KRAFT. Yes, sir.

The CHAIRMAN. Will you furnish the committee the statistics on that subject? The importations of leather distinguished as pianoforte leather have not increased, but it may be that that leather has come in under the buckskin clause at 20 per cent. The statistics furnished us do not give the pianoforte leather separately. Are you able to furnish them?

Mr. KRAFT. I can not, because they sell that leather as any kind of leather; it comes under the head of leather that is really for other things; they deceive the people. But they get it so much cheaper, you see.

The CHAIRMAN. But there is no inducement to send pianoforte leather in under the buckskin clause because the duties are the same for each clause.

Mr. KRAFT. You see, gentlemen, it is a terribly expensive piece of leather to make; it takes me six months to make it. Here is a piece of leather as handsome as you can find [exhibiting sample of light-colored leather]; I can make that in seven days. That is what they sell for buckskin.

The CHAIRMAN. I suppose your difficulty, after all, is mainly that there is no demand for pianos or a comparatively small demand and a very small demand for your leather in consequence of the general depression of business?

Mr. KRAFT. Yes; I go with the tide of business. When business was prosperous I had plenty to do. I had twenty men working and never shut down one day.

Mr. TURNER. This was the case when the Wilson bill was not in operation.

Mr. KRAFT. It did not operate good. Mr. Wilson, after he had examined my leather, called an extra session. [Laughter.] Now, gentlemen, you laugh. I tell you I will forfeit a dinner for all you gentlemen here that it was just so. It was Bourke Cockran. He was a friend of mine. He was a school teacher and I helped him to get along; and it was through Bourke Cockran that Mr. Wilson called an extra session. They gave me 5 more per cent on it, but our Senators cut it down again. You can find it out if I tell the truth.

## CORDOVAN.

(Paragraph 342.)

### A STATEMENT SHOWING HOW IMPORTATIONS OF EUROPEAN UPPERS HURT THE AMERICAN MAKER.

NEWARK, N. J., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I consider it my duty to call your attention to the industry of the tanning of cordovan leather, in which I am interested, in the city of Newark, N. J.



Under the name of cordovan, the tanning of horsehides was introduced into the United States to make fine shoe leather. This branch of business was established in New Jersey about twenty-five years ago, and cordovan leather is now produced by about four manufacturers here in New Jersey, several in Chicago, Milwaukee, etc.

When this article was first produced dead horses were dumped into the New York Harbor, buried by the farmers, etc., and the hides were of hardly any commercial value whatever, and it is only through the exercising of ingenuity that this article has been used to any great extent and introduced widely into this country. In the early days of the manufacturing of cordovan leather raw horsehides were worth from \$1 to \$1.50 per piece, while gradually they increased in value until they are now worth from \$3 to \$3.50 per piece. The labor paid in Europe for the making of this leather is from \$3 to \$4 per week, while here we pay our hands from \$10 to \$15 per week.

Under former tariffs the duty on cut shoe uppers, cut out of the "shell" (Exhibit A) of the horsehide, was 35 per cent ad valorem, while later it was reduced to 30 per cent; but the importers paid the duty at 30 per cent, claiming that cut-out shoe uppers or parts of boots and shoes were nothing but upper leather, which is classed at 20 per cent, and decision was given in favor of the importer. In Great Britain and in all English-speaking countries upper leather signifies sides of cow-hide leather and kips, finished in so-called "buff" and different varieties of grains and finishes, used mainly for common and medium-class shoes, whereas cordovan shoe vamps are used mostly for better class shoes, and are somewhat regarded as a luxury.

In consequence of the introduction of bicycles to such a great extent into the United States, horses are less employed in the cities and towns than they were formerly, and as the farmer himself does not take off the hides of his horses when they die, not feeling disposed to do this, on account of his great affection for the animals in life, but buries them, it is only in the larger centers of population where it is a paying business to "skin" horses, and in these localities the number of horses is gradually diminishing.

On the other hand, cordovan whole shoe uppers, so-called "galoshes," were worth, in 1875, when horsehides ranged in price from \$1 to \$1.50 per piece, \$12 per dozen pairs, and short shoe vamps, which are likewise cut out of what is termed the "shell" of the horsehide, sold at \$7 to \$8 per dozen pairs. The duty then was 35 per cent ad valorem.

These goods increased in price under the higher duty until they sold for \$13 per dozen for the galoshes and \$9 per dozen for the short vamps.

However, within the last five years, the decline in price has been continuous, as the onslaught of foreign competition reached its maximum, the present price being from \$7 to \$8 per dozen pairs for the galoshes and \$2.50 to \$3 per dozen pairs for the short vamps, which is less than the value of the raw hides.

Likewise there has been a continuous interference in the changes of the styles. While cordovan leather is used mainly for black shoes, the late fashions favor colored leather, and therefore the cordovan industry has almost dropped out of existence. The city of Newark alone formerly employed close upon 500 men in its various factories on this one line, whereas to-day only about 30 men are employed.

I believe that with an increased duty this business can be revived and cheap European cordovan uppers can be placed so as not to undermine this industry here. While the ad valorem duty of 35 per cent on



the former average value of \$12 per dozen pairs for galoshes would amount to \$4.20 per dozen, and whole vamps or galoshes weigh about 4 pounds per dozen and short vamps about 2 pounds per dozen, I think that a duty of \$1 per pound should be the specific duty. This being brought about, we will soon see a revival of this industry, and we will be able to employ many men on this article.

R. G. SALOMON.

#### EXHIBIT A.

The peculiarity of the horsehide is that part known as the "shell," a formation found only in the family Equidæ, consisting of the horse, ass, zebra,, gnu and quagga. This "shell" is a muscle in a flat sheet spread over the horse's rump, between the hips and tail, extending down to the legs, making a piece of oval form about 2 feet long and 1½ feet wide in the widest part. This muscle grows firmly to the grain. Below it is a flannel-like tissue. In combination with it, the hide has four layers of muscular skins, which, with the shell, give to the horse the tremendous pulling power that makes the animal so serviceable to mankind. The "shell," if properly tanned and shaved clean of its sinewy matter—a most difficult task—makes the best-wearing leather in existence, and proves the theory of old-time shoemakers that only leather of a long fiber will wear to be a mistaken one, as the shell has no fiber. In this it has a decided advantage over calfskin, with its fibers; the breaking of any one throws additional strain upon the others and a break in the leather soon follows. Experiments have demonstrated that the "shell" will wear two or three times longer than calfskin. It possesses another great advantage, being the nearest waterproof of any leather made. The fineness of texture permits its taking a richer polish than calf, and it is therefore better adapted to the dress shoe, while its great strength and wearing qualities eminently fit it for the workingman's shoe, a grade of work that has gained for cordovan a great reputation everywhere.

The user must, however, learn to last it not as tightly as a calf shoe, as it will not stretch much in wear, but will keep its shape almost as long as it will hold together.

The "shell," though the smallest part of the hide, is the most valuable.

#### GLOVES.

(Paragraph 343 et seq.)

#### STATEMENT OF MR. LUCIUS W. LITTAUER, OF NEW YORK CITY.

MONDAY, *January 11, 1897.*

Mr. LITTAUER said: Mr. Chairman and gentlemen of the committee, we propose specific rates on gloves known as schmaschen of \$2 per dozen; ladies' lamb gloves, \$3 per dozen; on ladies' kid gloves, \$4 per dozen; suedes, \$3 per dozen, and on men's gloves the same rates as at present, \$3 and \$4. We desire, I might say—

Mr. WHEELER. You are a manufacturer?

Mr. LITTAUER. I am a manufacturer, yes, sir; and I will state we believe we have got this schedule quite fair from our position.

#### STATEMENT SUBMITTED BY MR. LITTAUER.

##### KID GLOVES.

Herewith is submitted a schedule for tariff on kid gloves, framed by the glove manufacturers of the United States:

In all tariffs up to 1890, gloves paid a rate of 50 per cent. The rate imposed, nevertheless, was simply a revenue duty, not sufficient to foster glove making in this country.

Although domestic manufacturers had succeeded in building up a large industry of making gloves for the workingmen, for this is the only



country in which the laboring man's scale of wages and standard of living is such that he can afford to wear a pair of gloves to protect his hands from hard usage at work. While this workingmen's glove business has been developed, the manufacturing of kid gloves up to 1890 was confined to lined gloves, also kid gloves made of our inferior lambskins; to foster gloves made of skins whose peculiar method of dressing we had invented, and to kid gloves in the making of which we had adopted methods more suitable to our work than did the European.

The 50 per cent ad valorem rate led to most extensive undervaluations by importers, and this to such an extent that appraisers, collectors, and the courts were given more trouble by this single item than any other in the tariff schedule.

In the tariff of 1890 a composite specific and ad valorem rate was placed on gloves and advanced on former rates, but not high enough to permit the manufacture of ladies' gloves here. The rates on men's gloves were, however, advanced to 66 per cent, and there was immediately developed a large industry, giving employment to thousands of working people.

In the fiscal year 1890 127,000 dozen of men's gloves were imported. In 1893 this had fallen to 103,000 dozen, and in 1896 to 66,000 dozen. But while the importations were so greatly reduced, the American glove manufacturers have been able to give a better glove, stronger and more durable, better sewn, neater in appearance than he was before able to buy at the same price when such gloves were imported prior to 1890.

Through the first manufacture and importations the entire glove schedule was placed on a specific basis in the Wilson bill—one of the few exceptions in this bill, and granted only because the arguments in its favor were simply unanswerable. The result has been that the importation of gloves no longer rested exclusively in the hands of representatives of foreign manufacturers, but is largely carried on by American merchants.

The Wilson bill reduced the rates of men's gloves from 66 to 57 per cent. The Wilson bill rates proved satisfactory to the glove manufacturer, and have been retained in the schedule herewith offered you.

The rates on ladies' gloves were reduced in the Wilson bill from an average of 55 to an average of 31 per cent, a rate which again was simply a revenue rate, giving no possible chance for the manufacture of such gloves here. The revenue for the Government was thereby reduced from \$3,750,000, collected on gloves in 1893, to \$2,350,000 in 1896, a loss of \$1,400,000 of revenue on this single item.

The schedule herewith submitted to you is based on the idea that ladies' gloves could be made in this country (and there are ten times as many gloves worn by ladies as are men's gloves), and such a rate of duty has been placed on the various classifications as would equalize the difference of labor between rates paid here and those paid in Europe, as well as the 20 per cent duty now collected on skins imported from Europe, and which are alone suitable for the manufacture of ladies' gloves, the skins being our raw material. We believe that if you adopt our schedule there will be made in the next few years at least 250,000 dozen out of the 1,400,000 dozen of ladies' gloves imported, and not only thereby give labor to thousands in this country, but also prove with ladies' gloves, as we have positively proved with the men's, that with a duty equal to the difference in labor and on skins we will give a stronger, neater, and more popular glove to the consumer than the one now imported.



We have asked the least amount necessary to equalize these differences. Any less sum would not permit us to compete with the foreign maker on an equal basis. The chief item is ladies' lamb gloves, and we submit herewith figures proving our demand:

## European average cost:

|                  |              |
|------------------|--------------|
| Leather.....     | \$3. 25      |
| Fabrication..... | 1. 50        |
|                  | <hr/> \$4 75 |

## American cost:

|                                      |             |
|--------------------------------------|-------------|
| Leather .....                        | 3. 50       |
| Duty on leather, at 20 per cent..... | . 70        |
| Fabrication.....                     | 3. 50       |
|                                      | <hr/> 7. 70 |

Duty necessary to place us on a level with Europeans..... 2. 95

We ask \$3, or 5 cents per dozen gloves, protection.

## LEATHER GLOVES.

Gloves of all descriptions composed wholly or in part of leather, and whether wholly or partly manufactured, shall pay duty at the rates fixed in connection with the following specified kinds thereof, 14 inches in extreme length when stretched to the full extent in length being in each case hereby fixed as the standard and 1 dozen pairs as the basis, viz:

|                                                                                                                                                                               | Per dozen. | Equal to (per cent). | McKinley bill. |           | Wilson bill. |           |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----------------------|----------------|-----------|--------------|-----------|
|                                                                                                                                                                               |            |                      | Rate.          | Per cent. | Rate.        | Per cent. |
| Ladies' and children's schmaschen, of sheep origin, of said length or under .....                                                                                             | \$2. 00    | 51                   | \$1. 75        | 52        | \$1. 00      | 26        |
| Ladies' and children's sheep and lamb of said length or under .....                                                                                                           | 3. 00      | 65                   | 2. 25          | 55        | 1. 75        | 36        |
| Ladies' and children's kid or other leather than that of sheep origin, of said length or under .....                                                                          | 4. 00      | 65                   | 3. 25          | 60        | 2. 25        | 37        |
| Ladies' and children's suede or castor, whether made of skins finished on flesh or with exterior grain surface removed, by whatever name known, of said length or under ..... | 3. 00      | 47-69                | .....          | 50        | 1.75-2. 25   | 40-37     |
| Men's schmaschen gloves of sheep origin .....                                                                                                                                 | 3. 00      | 57                   | .....          | 66        | .....        | 57        |
| Men's sheep and lamb gloves .....                                                                                                                                             | 4. 00      |                      |                |           |              |           |
| Men's kid or other leather than that of sheep origin..                                                                                                                        | a5. 00     |                      |                |           |              |           |

a Dozen pairs.

*Ladies' lambskin gloves.*

## European cost, when imported at proposed rate:

|                   |               |
|-------------------|---------------|
| Leather.....      | \$3. 25       |
| Fabrication ..... | 1. 50         |
| Duty .....        | 3. 00         |
|                   | <hr/> \$7. 75 |

## American cost:

|                                      |               |
|--------------------------------------|---------------|
| Leather.....                         | \$3. 50       |
| Duty on leather, at 20 per cent..... | . 70          |
| Fabrication .....                    | 3. 50         |
|                                      | <hr/> \$7. 70 |

All leather gloves more than 14 inches in length shall pay an additional duty of \$1 per dozen pairs for each and every 3 inches or fractional part thereof in excess of 14 inches.

In addition to the above rates there shall be paid the following cumulative duties:

On all leather gloves, lined or partly lined with material made of cotton or wool, \$1 per dozen.

On all leather gloves, lined or partly lined with a lining other than cotton or wool material, \$4 per dozen.



On all pique or prix-seam gloves, 50 cents per dozen.

On all gloves stitched or embroidered with more than three single and independent rows, 50 cents per dozen.

Glove trunks, with or without the usual accompanying pieces, shall pay 75 per cent of the duty provided for the gloves in the fabrication of which they are suitable.

*Provided*, That all gloves represented to be of a kind or grade or length below their actual kind or grade or length shall pay an additional duty of \$5 per dozen pairs.

**STATEMENT OF MR. W. J. CURTIS, REPRESENTING L. H.  
HOLZMAISTER & CO., IMPORTERS, OF NEW YORK.**

MONDAY, *January 11, 1897.*

Mr. CURTIS said: I represent L. H. Holzmaister & Co., which company is one of the importers of kid gloves. I believe there are others here, the bulk of the importers being represented by the committee, but I am here representing Mr. Holzmaister, because he differs from the conclusions suggested. The schedule which I understand is to be presented by the importers is one which is very much lower than the schedule that has been referred to, and, representing an individual importer, I have simply a few words to say, and I wish the committee would please bear in mind a certain salient proposition in respect to this subject.

First, I am here only representing women's kid and lamb gloves, or, in other words, women's gloves, and I state that there are substantially no such gloves manufactured in this country, so that it becomes a question among the importers and between the importers as to what the rate of duty shall be, unless this committee desires to impose such a duty as to create the industry in this country, and as to that I have nothing to say, because I am not here to discuss abstract propositions, but simply a concrete proposition. Representing, as I say, merely women's gloves, I wish to speak of the class of goods which are the principal subject of import. The committee may discard from their consideration practically everything in the way of women's gloves except gloves which are 14 inches and under, which constitute from 80 to 90 per cent of the imports, and in dealing with the higher numbers, 14 inches and all up above, which are the long gloves that ladies wear, you can see by your report the imports are exceedingly insignificant compared with the imports of 14 inches and under. I say probably not 3 per cent of the gloves worn in this country are made in this country. There are very few of such gloves made here. As to men's gloves, Mr. Littauer and his associates practically make all the men's gloves, and I have nothing to say of that. That industry is monopolized in this country. With reference to these gloves of 14 inches and under I merely wish to suggest a few historical facts—

Mr. PAYNE. In reference to the present law the duty on men's gloves is a protective duty, so that they make the gloves here, and in reference to ladies' gloves the duty is simply a revenue duty and no attempt is made to manufacture them?

Mr. CURTIS. It is a protective and revenue duty.

Mr. PAYNE. On ladies' gloves?

Mr. CURTIS. Yes, sir.

Mr. PAYNE. The present duty?

Mr. CURTIS. Yes, sir; or should be.

Mr. PAYNE. You do not understand anybody can make ladies' gloves under the present duty?

Mr. CURTIS. I do think so if they know the trade; not perhaps under the present duty, but under the tariff I propose to suggest—



Mr. PAYNE. I say under the tariff of 1894?

Mr. CURTIS. Up to 1890 the tariff on gloves was, substantially from the war down, 50 per cent ad valorem. Under the McKinley tariff it was substantially 50 per cent ad valorem, except upon gloves, lamb and kid, where the duty was specific, an exception being made with respect to those two only. As to all the rest, the duty was an ad valorem duty, and as to the ladies' lamb gloves and ladies' kid gloves there was a specific, and on schmaschen there was a specific duty of \$1.75, \$2.25, and \$3.25 per dozen. I wish you would please bear that in mind when you come to consider the schedule proposed to-day. Upon all the rest the duty was ad valorem. As an importer, all I have to suggest to this committee is not that they shall fix their tariff with respect to the foreigner, but they shall fix it with respect to the importer, so that one importer shall not be discriminated against another in the importation. You will have here to-day gentlemen who import nothing but lamb gloves; you will have here to-day those who import nothing but kid gloves, and the kid-glove fellow will try to beat the lamb-glove fellow, and the lamb-glove fellow is trying to do what is fair, and that is what I am here to suggest. All I ask of this committee is to adopt no tariff or rate which shall discriminate against any one importer in favor of another, so as not to give the kid-glove man who imports kid gloves, goods worn by those who can afford to pay, the richest class of the community, a rate of duty which will enable him to discriminate against the others. In respect to the duty proposed I am frank enough to say, as an importer, I think the duty is absolutely and unqualifiedly unjust, because it would be in violation of the entire history of the tariff upon this question from the war to the present time. It would be a violation of the expressed written approval of the manufacturers of this country, and of every importer in this country, so far as he was heard from in 1890 and 1894. There is upon the records of this committee and signed by the manufacturers, over their own signature—my friend Littauer signing it—favoring a duty which is very much less than the duty proposed by him to-day, and even if it was a duty——

Mr. DOLLIVER. What duty was proposed?

Mr. CURTIS. It proposed \$2 on the——

Mr. LITTAUER. May I be permitted to interrupt you in order that I may straighten this matter out? It is simply this: We have never had a protective duty on ladies' gloves. It was 50 per cent, and the McKinley Act made the rate varying from 50 to 60 per cent, and the Wilson rate from 35 to 40 per cent. Of course we were perfectly willing if we could get any protection from the Wilson rate to let it pass, and the Wilson committee decided simply upon the question of revenue, but the glove manufacturer has never had protection on ladies' gloves yet. He seeks to get that now, believing he can prove, once given a protective duty, he would be able to do with the ladies' gloves what he has already accomplished with men's gloves. He is making and selling a better-made, a better-sewed, a better-appearing, a neater glove, and one which gives better satisfaction to the consumer at the same price than was formerly imported from Europe, and that is the reason why we ask you now for the first time for a protective duty on ladies' gloves.

Mr. DOLLIVER. Would it require a rate above that of the McKinley law?

Mr. LITTAUER. Ever since the war, ever since 1863, the rate has been 50 per cent; the McKinley law had rates which were composed of specific and ad valorem, varying from 52 to 60 per cent, and we would simply ask a rate which varies from 51 to 65 per cent, but in specific form, and here in my brief I give the points and reasons why we need



just that amount. Anything else is not a protective duty. Anything else does not permit us to receive from the Government the amount of protection which would equalize the 20 per cent which we pay on the dressed lamb skins, or dressed skins, or raw material, as the difference in the labor between the average cost in Europe, not the lowest cost, but the average cost there and the cost here.

Mr. WHEELER. What is that difference in labor?

Mr. LITTAUER. The average cost of labor in Europe varies. The cost of labor paid in Italy is very low compared with that paid in Paris, which is higher, and so I have taken the German cost. I believe the cost of the fabrication in Germany to be \$1.50 per dozen. I know that the cost of the same fabrication in the factory at Gloversville is \$3.50, for the very same item and the very same article.

Mr. WHEELER. What is it in Paris?

Mr. LITTAUER. In Paris it would go from \$2 to \$2.50; that is the fabrication cost.

Mr. WHEELER. On what?

Mr. LITTAUER. On a dozen pairs of kid gloves.

Mr. DOLLIVER. Are those goods made in other countries?

Mr. LITTAUER. They are made in every country in the world.

Mr. DOLLIVER. What would they cost in Italy?

Mr. LITTAUER. If you go to Naples you can buy a dozen pairs of ladies' kid gloves for 10 lire. That includes labor, skin, and profit. That is the lowest grade of gloves sold that ladies use. You go to Germany and you get—

Mr. McMILLIN. They are lamb skins?

Mr. LITTAUER. Lamb-skin and sheep-skin gloves. You remember there is a great variation in the price of all kinds.

Mr. McMILLIN. What is that compared with the cost of women's gloves here?

Mr. LITTAUER. Of the ordinary glove, not the finest glove, it would be \$3.50 per dozen.

Mr. WHEELER. You give the exact figures per dozen. Is there not difference in grades and finish?

Mr. LITTAUER. You must remember the gloves we are speaking of are kid gloves, not working gloves.

Mr. WHEELER. There is a difference in the grades?

Mr. LITTAUER. All gloves which fit have to be cut upon one system, and they have the same amount of labor. It takes just as much time and work to put stitches through the common articles as a fine article, provided it is done on what is called the ordinary machines. We have stitches known as "prix seam" and "pique," and those are elaborate, and they are recognized in the McKinley law.

Mr. CURTIS. Mr. Chairman, the duty proposed by Mr. Littauer amounts to this. The duty upon schmaschen is increased 100 per cent over the Wilson bill; it is an increase over the McKinley bill but just what per cent I do not know, but the duty upon lamb gloves is increased 77 per cent over the Wilson bill and a very large increase over the McKinley bill. The duty on kids is increased 78 per cent over the Wilson bill, and a very large increase over the McKinley bill as well, so I say the tariff which Mr. Littauer proposes is the highest tariff ever imposed in the history of the country before. In respect to the necessities of that tariff I have just a word to say. I think that statement, Mr. Payne, is literally true.

Mr. PAYNE. I was not dissenting from your statement.

Mr. CURTIS. I beg your pardon, I thought you were dissenting. I heard that the fabrication cost of the schamschen glove in Germany



was \$1.50 a dozen. The proposition will grant them a tariff of \$1.50 a dozen, making \$3, the cost of the goods in this country plus the packing and some item of freight. The cost of fabrication of lamb gloves I understand to be \$1.75, and I am willing to accept the highest tariff yet known upon this subject, higher than the McKinley bill, even, higher certainly than the Wilson bill, of \$2.50, which makes the fabrication cost \$4.25 per dozen, and on kid the fabrication cost is \$2 per dozen, and I am willing to accept the tariff of \$3.50 per dozen, making the fabrication cost \$5.50 per dozen. Mr. Littauer says the fabrication cost of men's gloves is \$3.50 per dozen, and therefore I do not know a single glove that we are talking about now which does not come within the fabrication cost of men's gloves under the duty proposed except the schmaschen, which he probably will not undertake to make or does not make at the present time. At any rate he can make the schmaschen within the cost of the foreign glove plus the duty proposed, and if he cannot it should be raised. But I am not here to suggest, Mr. Chairman, on behalf of the single importer I represent, to ask you to make the tariff to suit the importer entirely.

While I am willing to submit a schedule, I do ask you to bear in mind that everybody will agree upon one subject, and that is we want a specific duty. It is easier enforced and collected. It is a greater protection to the honest importer. In addition to that it is fair and just to have what is called a differential, and the difference in the rate of duties between the lamb and kid should be at least \$1 per dozen, as it always has been, and as it was understood it should be when the bill left this committee in 1893 or 1894, and as it was prior to that time under the McKinley bill, and as it was practically during the entire history of the country in the last twenty years. The tariff as proposed by me, if you will permit me to submit a schedule at the proper time, of \$2.50 on lamb gloves, and \$3.50 on kids will maintain practically a relative and fair proportion. That would give upon the cost of the goods as to the lamb practically an ad valorem of 50 per cent, and as to the kids an ad valorem of 55 per cent and a fraction. Fixing a specific duty at a round sum, it is impossible to get the fraction of the ad valorem exactly the same. So you see the ad valorem rate of duty would practically be the same in both cases. In one case the tariff being imposed at \$2.50 and \$3.50 is practically 54 per cent duty in each case and easily collected. With your permission, Mr. Chairman, I would like to collect these facts and submit them to the committee in a better form. I apologize for not doing so within the short time I was permitted to present the subject to the committee.

#### **SCHEDULE FOR WOMEN'S GLOVES, PROPOSED BY L. V. HOLZMAISTER & CO., IMPORTERS, OF NEW YORK.**

##### **COMMITTEE ON WAYS AND MEANS:**

On behalf of our clients, L. V. Holzmaister & Co., importers of women's gloves, we respectfully request the adoption, by your committee of the following schedule relating to women's gloves:

Gloves made wholly or in part of leather, whether wholly or partly manufactured, shall pay duty at the following rates, the lengths stated in each case being the extreme length when stretched to their full extent, namely:

|                                                                                                       | Per dozen pairs. |
|-------------------------------------------------------------------------------------------------------|------------------|
| Ladies' or children's "glace" finish, schmaschen (of sheep origin), not over 14 inches in length..... | \$1.50           |
| Over 14 and not over 17 inches in length.....                                                         | 2.00             |
| Over 17 inches in length.....                                                                         | 3.00             |



|                                                                                                                                                                         | Per dozen pairs. |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| Men's "glace" finish, schmaschen (sheep) .....                                                                                                                          | 3.00             |
| Ladies' or children's "glace" finish, lamb or sheep, not over 14 inches in length .....                                                                                 | 2.50             |
| Over 14 and not over 17 inches in length .....                                                                                                                          | 3.25             |
| Over 17 inches in length .....                                                                                                                                          | 4.50             |
| Men's "glace" finish, lamb or sheep .....                                                                                                                               | 4.00             |
| Ladies' or children's "glace" finish, goat, kid, or other leather than of sheep origin, not over 14 inches in length .....                                              | 3.50             |
| Over 14 and not over 17 inches in length .....                                                                                                                          | 4.25             |
| Over 17 inches in length .....                                                                                                                                          | 5.50             |
| Men's "glace" finish, kid, goat, or other leather than of sheep origin .....                                                                                            | 5.00             |
| Ladies' or children's, of sheep origin, with exterior grain surface removed, by whatever name known, not over 14 inches in length .....                                 | 2.00             |
| Over 14 and not over 17 inches in length .....                                                                                                                          | 2.75             |
| Over 17 inches in length .....                                                                                                                                          | 4.25             |
| Men's, of sheep origin, with exterior grain surface removed, by whatever name known .....                                                                               | 4.00             |
| Ladies' or children's kid, goat, or other leather than of sheep origin, with exterior grain surface removed, by whatever name known, not over 14 inches in length ..... | 3.00             |
| Over 14 and not over 17 inches in length .....                                                                                                                          | 3.75             |
| Over 17 inches in length .....                                                                                                                                          | 5.50             |
| Men's goat, kid, or other leather than of sheep origin, with exterior grain surface removed, by whatever name known .....                                               | 5.00             |
| In addition to the foregoing rates there shall be paid on all leather gloves, when lined .....                                                                          | 1.00             |
| Glove trunks, with or without the usual accompanying pieces, shall pay 75 per cent of the duty provided for the gloves in the fabrication of which they are suitable.   |                  |
| Provided, that all gloves represented to be of a kind or grade below their actual kind or grade shall pay an additional duty of .....                                   | 3.00             |

NOTE.—Foregoing language is the same as the Wilson bill, with the exception of the rates.

#### ARGUMENT IN SUPPORT OF THE FOREGOING SCHEDULE.

It is a well-known fact that not more than 3 per cent of the women's gloves worn in this country are manufactured by domestic manufacturers. Men's gloves are almost exclusively made in this country, the rate of duty heretofore imposed being practically prohibitive.

Women's gloves are made in France, Belgium, Austria, and Germany principally. Some are made in Italy, and a few in Spain.

The raw material from which gloves are made is known in its finished state as "dressed skins." This is purchased by the foreign manufacturers in the markets of the world, which are open as well to the domestic manufacturer, who can buy at the same prices as the foreigner, the only discrimination against the domestic manufacturer being a duty on dressed skins under the Wilson bill of 20 per cent ad valorem. The duty was the same under the McKinley bill.

It will therefore be seen that the rate of duty to be imposed or fixed by this committee will only affect the importer and the foreign manufacturer. We therefore urgently request that such a rate of duty shall be fixed as will not discriminate against one class of importers and manufacturers in favor of others, so as to give one a fictitious, unnatural, and unfair advantage in the markets of this country and in the conduct of business.

An examination of the Treasury statistics will disclose that a great majority (at least 90 per cent) of the gloves imported are 14 inches in length and under, so that, in dealing with the tariff, special care should be taken to see that the rate of duty upon this size should be correct, as the importations of gloves of the size of over 14 inches in length are not of sufficient importance to justify legislation with respect to them alone.



Gloves are divided into the following kinds and grades: The schmaschen, known as the cheapest and poorest glove; lamb, or sheep, the next in quality, and the character of glove worn by the great mass of the people and persons of moderate means; kid, the best and most expensive gloves, worn by persons having the largest means, and best able to pay for them.

In all tariffs prior to the Wilson bill a differential between lamb and kid gloves of \$1 per dozen pairs was recognized and provided for. This represents a fair pro rata difference in the value and quality of the gloves, and maintains an equitable difference in the price of the gloves in this market.

From 1865 to 1890 the rate of duty in this country upon women's gloves was uniformly and continuously 50 per cent ad valorem. Owing to the difficulty resulting from undervaluations and from the collection of the duty, the form of duty was changed in part from ad valorem to specific under the McKinley bill.

Under the McKinley bill a tariff was imposed as follows upon the standard lines above referred to:

|                                                        | Per dozen pairs. |
|--------------------------------------------------------|------------------|
| Upon schmaschen, 14 inches and under, "unlined".....   | \$1. 75          |
| Upon lamb or sheep, "unlined".....                     | 2. 25            |
| Upon goat and kid, 14 inches and under, "unlined"..... | 3. 25            |

The McKinley bill also provided that in any event the tariff upon the above qualities and grades should not be less than 50 per cent ad valorem. As to all other grades and qualities of goods, the McKinley bill provided an ad valorem duty of 50 per cent, with some additional provisos relating to special qualities and kinds of gloves.

The Wilson bill altered the rates of duty upon the standard lines, as follows:

|                                                                                                                   | Per dozen pairs. |
|-------------------------------------------------------------------------------------------------------------------|------------------|
| Schmaschen, 14 inches in length or under, were reduced from \$1.75 per dozen pairs (under McKinley bill) to ..... | \$1. 00          |
| Lamb or sheep, 14 inches in length and under, from \$2.25 to.....                                                 | 1. 75            |
| Goat or kid or other leather, 14 inches in length and under, from \$3.25 to.....                                  | 2. 25            |
| The differential between lamb and kid was changed from \$1 per dozen (under McKinley bill) to only .....          | . 50             |

The ad valorem rate of duty under the Wilson bill, based upon average values as per Treasury Department statistics, are as follows:

|                        | Per cent. |
|------------------------|-----------|
| On schmaschen .....    | 24. 23    |
| On lamb and sheep..... | 36. 95    |
| On kid.....            | 35. 70    |

While the Treasury reports fix the averages of value of gloves according to Treasury records, it should be borne in mind that the averages of value on goat and kid are altogether too low, and that while, prior to the passage of the McKinley bill, there had been various undervaluations, under the operation of the Wilson bill, increase in values has not been such as to justify the conclusion that undervaluations have entirely ceased.

In 1894 the domestic manufacturers and all the importers who were represented at the hearings upon the Wilson bill before the Ways and Means Committee of the House agreed in writing upon a differential between lamb and kid of \$1 per dozen pairs. It was only after the bill got into the Senate that interested parties induced the Senate to change the differential to 50 cents per dozen, as it afterwards remained, and this in spite of the unanimous agreement of all parties interested. (See Exhibits 4 and 5 hereto attached.)



The effect of the differential established by the Wilson bill has been to give the kid-glove importers a very decided advantage in the markets of this country, by enabling them to place the cost of their goods so low as to make the difference in value between lamb and kid so slight that customers and dealers have of course bought more freely of the better quality of goods, owing to the very slight difference in price. Trade customs fix the price of kids and lambs at a certain rate per dozen, and the slight difference in the tariff has not been maintained in the price of the goods, and this owing to the existence of the trade customs referred to fixing the prices in round figures per dozen pairs.

The ad valorem rate under the proposed schedule, based upon the average values in the Treasury reports, are as follows:

One dollar and fifty cents per dozen pairs on schmaschen is equivalent to 36.40 ad valorem.

Two dollars and fifty cents per dozen pairs on lamb is equivalent to 53.95 per cent ad valorem.

Three dollars and fifty cents per dozen pairs on kid is equivalent to 55.55 per cent ad valorem.

The rate of duty upon lamb and kid is, therefore, substantially the same as the ad valorem rate. Under specific duties, fractions, of course, can not be considered, owing to the necessity of adopting a round sum as the rate.

It is estimated that under the proposed rate there will be, in round figures, an increase in the duties collected, based upon the amounts previously imported, of \$1,000,000 per annum. (See Exhibit 1 hereto annexed.)

The proposed schedule furnishes ample protection to the domestic manufacturer. The rate of duty is higher than any heretofore imposed since the war, and when added to the fabrication cost in foreign countries, makes the cost of goods landed in this country in excess of the fabrication cost of domestic manufacture.

The fabrication cost of schmaschen in foreign countries averages \$1.70 per dozen pairs. Add to this the specific duty provided for of \$1.50 per dozen pairs and you have a total cost of \$3.20 per dozen pairs.

The fabrication cost of lamb or sheep gloves in foreign countries is \$1.75 per dozen pairs. Add to this the rate proposed of \$2.50 per dozen pairs, and you have as the cost of these gloves landed in this country \$4.25 per dozen pairs.

The fabrication cost of kid or other leather in foreign countries is \$2 per dozen pairs; add to this the proposed duty of \$3.50 per dozen pairs, and the cost of these goods landed will be found to be \$5.50 per dozen pairs.

The domestic fabrication cost of lamb gloves, including the 20 per cent duty on dressed skins imported, is \$3.98 per dozen pairs, showing a difference in favor of the domestic manufacturer of at least 27 cents per dozen pairs.

The domestic fabrication cost for goat or kid gloves, including the 20 per cent duty on dressed skins imported, is \$5 per dozen pairs, showing an advantage in favor of the domestic manufacturer of 50 cents per dozen pairs. (For detailed statements of cost see Exhibit 3 hereto annexed.)

The duty upon dressed skins of 20 per cent ad valorem is included in the fabrication cost of the domestic goods. It is not proper to add the foreign cost of the dressed skins to the cost of the domestic goods, because their cost is the same to the foreign as it is to the domestic



manufacturer. The item to be considered is the amount of duty that the domestic manufacturer must pay to get his dressed skins to his factory, for that is the only discrimination as to the raw material against the domestic manufacturer and in favor of the foreign manufacturer. The domestic manufacturer is able to buy his dressed skins in Europe just as cheap as the foreign manufacturer.

It is well known that the present duty on men's gloves is substantially prohibitive. This is conceded in the statement made before the committee by Mr. Littauer, who represented the domestic manufacturers. He also admits that while the rate of duty under the Wilson bill for men's gloves was decreased, it was "satisfactory to the glove manufacturers," and the rate of duty upon these goods in the Wilson bill is retained by him in the schedule submitted to the committee. This rate is 57 per cent ad valorem upon men's gloves, according to the statement of Mr. Littauer.

If a duty of 57 per cent is satisfactory to the manufacturers of men's gloves, why should not substantially the same duty as proposed by us be satisfactory to the manufacturers of women's gloves? The difference in the cost of manufacture is rather in favor of women's than men's gloves, which are somewhat more expensive to make.

Mr. Littauer, in his statement, includes in his fabrication the cost of the imported leather, which he makes 50 cents per dozen pairs more than it really is, and to which he adds a duty of 20 per cent, or 70 cents per dozen pairs, thus unduly increasing the cost per dozen pairs. We have discussed the impropriety of introducing the cost of leather into the fabrication cost in a preceding paragraph.

The increase of duty on women's gloves proposed by the domestic manufacturers can not be justified either by the previous history of the tariff or by the difference in fabrication cost, and is an exorbitant and unwarranted increase over the existing rates and the rates under the McKinley bill. According to the schedule presented by Mr. Littauer he proposes to increase the present rates in the Wilson bill as follows:

Upon schmaschen, 100 per cent; upon lamb, 71.44 per cent; upon kid, 77.77 per cent. The ad valorem rate of duty proposed by the domestic manufacturer would be in excess of all previous tariffs and in excess of the rate of duty at present existing upon men's gloves, and will be as follows:

|                       | Per cent. |
|-----------------------|-----------|
| Upon schmaschen ..... | 48.54     |
| Upon lamb .....       | 63.42     |
| Upon kid .....        | 63.49     |

(See Exhibit 1 hereto annexed.)

If the extra provisions demanded by the domestic manufacturers for either pique or prick seam of an additional duty of 50 cents per dozen, or for embroidered gloves of 50 cents per dozen, be added to the above the ad valorem rate would be from 73 to 85 per cent ad valorem, which would make the rate prohibitive.

We have prepared and annexed hereto statistical tables showing amount and value of imports and comparison of duties and reducing specific duties to ad valorem rates. We also annex a tabulation of tariff rates under the Wilson, McKinley, and proposed schedules, and also tabulation of fabrication cost.

We have relied upon Government reports as the basis of our statistics.

L. V. HOLZMAISTER & Co.

SULLIVAN & CROMWELL, *Attorneys.*



## EXHIBIT 1.

*Tabulation of total imports of women's leather glacé gloves, 14 inches in length and under, which constitute over 90 per cent of the total imports of women's and children's leather gloves of all kinds and all lengths, based upon the records from the United States Treasury for the fiscal year ending June 30, 1896.*

| Imports.                                                                                                                                                                                                                                                                                                                        | Dozen.    | Average value per dozen pairs. | Specific rates of duty under Wilson tariff. | Equal to per cent Treasury record. | McKinley tariff of specific rates, provided the rates of duty do not equal a duty of 50 per cent ad valorem. | Tariff proposed by domestic manufacturers, showing the specific rates demanded by them, and the same reduced to percentage ad valorem. |               | Tariff proposed by domestic manufacturers, showing increase of percentage over the Wilson bill. | Tariff proposed by L. V. H. Co., showing the specific rates and the same reduced to percentage ad valorem upon the average value per dozen for the fiscal year ending June 30, 1896, as per Treasury record. |               |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|--------------------------------|---------------------------------------------|------------------------------------|--------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|---------------|-------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
|                                                                                                                                                                                                                                                                                                                                 |           |                                |                                             |                                    |                                                                                                              | Specific duty.                                                                                                                         | Equal to—     |                                                                                                 | Specific duty.                                                                                                                                                                                               | Equal to—     |
| Women's and children's glacé finish, not over 14 inches in length, schmaschen of sheep origin, unlined.....                                                                                                                                                                                                                     | 336,712   | \$4.12                         | \$1.00                                      | 24.23                              | a\$1.75                                                                                                      | \$2.00                                                                                                                                 | Per ct. 48.54 | Per ct. 100                                                                                     | \$1.50                                                                                                                                                                                                       | Per ct. 36.49 |
| Women's and children's glacé finish, not over 14 inches in length, lamb or sheep, unlined.....                                                                                                                                                                                                                                  | 445,716   | 4.73                           | 1.75                                        | 36.95                              | a2.25                                                                                                        | 3.00                                                                                                                                   | 63.42         | 71.44                                                                                           | 2.50                                                                                                                                                                                                         | 53.95         |
| Women's and children's glacé finish, not over 14 inches in length, goat, kid, or other leather than of sheep origin, unlined.....                                                                                                                                                                                               | 310,925   | 6.30                           | 2.25                                        | 35.70                              | a3.35                                                                                                        | 4.00                                                                                                                                   | 63.49         | 77.77                                                                                           | 3.50                                                                                                                                                                                                         | 55.55         |
| Total dozens....                                                                                                                                                                                                                                                                                                                | 1,093,353 | .....                          | .....                                       | .....                              | .....                                                                                                        | .....                                                                                                                                  | .....         | .....                                                                                           | .....                                                                                                                                                                                                        | .....         |
| Imports of all other women's and children's leather gloves, glacé or other finish whatsoever, of all lengths, dozens, which is less than 10 per cent of the number of dozens of women's and children's glacé finish, of 14 inches and under, imported during the fiscal year ending June 30, 1896, as per Treasury records..... | b103,612  | .....                          | .....                                       | .....                              | .....                                                                                                        | .....                                                                                                                                  | .....         | .....                                                                                           | .....                                                                                                                                                                                                        | .....         |

aProvided not less than 50 per cent ad valorem.

bThis amount being less than 10 per cent of the total imports, and consisting of all varieties other than above specified, hence a computation of each and every kind would create a mass of details, figures, and percentages of no particular importance.

*Increase in revenue to the Government under the tariff proposed by L. V. H. Co. upon all women's and children's leather gloves based on imports for the fiscal year ending June 30, 1896.*

|                                                                                  |              |
|----------------------------------------------------------------------------------|--------------|
| On schmaschen glacé not over 14 inches, 336,712 dozen, at 50 cents .....         | \$168,356.00 |
| On lamb or sheep glacé not over 14 inches, 445,716 dozen, at 75 cents .....      | 334,287.00   |
| On goat, kid, or other leather not over 14 inches, 310,925 dozen, at \$1.25..... | 388,656.25   |
| All other women's and children's leather gloves, 103,612 dozen, at \$1 .....     | 103,612.00   |

Increase ..... 994,911.25



## EXHIBIT 2.

*Tabulation of tariff rates on all leather gloves imported under the Wilson and McKinley bills, etc.—Continued.*

|                                                                                                                                                         | Existing Wilson<br>bill tariff.                                                                                                                                                                                                             | McKinley bill tariff.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Proposed tariff by<br>L. V. H. Co.                                                                                                                                                                                                             |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Women's and children's, glacé<br>finish schmaschen, of sheep<br>origin:                                                                                 |                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                |
| Not over 14 inches in length.                                                                                                                           | \$1.00.....                                                                                                                                                                                                                                 | \$1.75, provided not less than<br>50 per centum ad valorem.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | \$1.50.                                                                                                                                                                                                                                        |
| Over 14 and not over 17<br>inches.                                                                                                                      | 1.50.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 2.00.                                                                                                                                                                                                                                          |
| Over 17 inches.....                                                                                                                                     | 2.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 3.00.                                                                                                                                                                                                                                          |
| Men's.....                                                                                                                                              | 3.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem<br>and \$1 per dozen.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 3.00.                                                                                                                                                                                                                                          |
| Women's and children's, glacé<br>finish, lamb or sheep:                                                                                                 |                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                |
| Not over 14 inches in length.                                                                                                                           | 1.75.....                                                                                                                                                                                                                                   | \$2.25, provided not less than<br>50 per centum ad valorem.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 2.50.                                                                                                                                                                                                                                          |
| Over 14 and not over 17<br>inches.                                                                                                                      | 2.75.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 3.25.                                                                                                                                                                                                                                          |
| Over 17 inches.....                                                                                                                                     | 3.75.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4.50.                                                                                                                                                                                                                                          |
| Men's.....                                                                                                                                              | 4.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem<br>and \$1 per dozen.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 4.00.                                                                                                                                                                                                                                          |
| Women's and children's, glacé<br>finish, goat, kid, or other<br>leather than of sheep origin:                                                           |                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                |
| Not over 14 inches in length.                                                                                                                           | 2.25.....                                                                                                                                                                                                                                   | \$3.25, provided not less than<br>50 per centum ad valorem.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 3.50.                                                                                                                                                                                                                                          |
| Over 14 and not over 17<br>inches.                                                                                                                      | 3.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4.25.                                                                                                                                                                                                                                          |
| Over 17 inches.....                                                                                                                                     | 4.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 5.50.                                                                                                                                                                                                                                          |
| Men's.....                                                                                                                                              | 4.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem and<br>\$1 per dozen.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 5.00.                                                                                                                                                                                                                                          |
| Women's and children's, of<br>sheep origin, with exterior<br>grain surface removed, by<br>whatever name known:                                          |                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                |
| Not over 14 inches in<br>length.                                                                                                                        | 1.75.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 2.00.                                                                                                                                                                                                                                          |
| Over 14 and not over 17<br>inches.                                                                                                                      | 2.75.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 2.75.                                                                                                                                                                                                                                          |
| Over 17 inches.....                                                                                                                                     | 4.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4.25.                                                                                                                                                                                                                                          |
| Men's, of sheep origin, with<br>exterior grain surface re-<br>moved, by whatever<br>name known.                                                         | 4.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem and<br>\$1 per dozen.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 4.00.                                                                                                                                                                                                                                          |
| Women's and children's, of<br>goat, kid, or other leather<br>than of sheep origin, with ex-<br>terior grain surface removed,<br>by whatever name known: |                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                |
| Not over 14 inches in length.                                                                                                                           | 2.25.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 3.00.                                                                                                                                                                                                                                          |
| Over 14 and not over 17<br>inches.                                                                                                                      | 3.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 3.75.                                                                                                                                                                                                                                          |
| Over 17 inches.....                                                                                                                                     | 4.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 5.50.                                                                                                                                                                                                                                          |
| Men's, of goat, kid, or other<br>leather than of sheep<br>origin, with exterior grain<br>surface removed, by what-<br>ever name known.                  | 4.00.....                                                                                                                                                                                                                                   | 50 per centum ad valorem and<br>\$1 per dozen.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 5.00.                                                                                                                                                                                                                                          |
| Glove trunks, with or without<br>the usual accompanying<br>pieces.                                                                                      | 75 per centum of<br>the duty for the<br>gloves in the<br>fabrication of<br>which they are<br>suitable.<br>In addition to the<br>foregoing rates,<br>there shall be<br>paid on all<br>leather gloves,<br>when lined, \$1<br>per dozen pairs. | No rate for glove trunks<br>had been provided for, ex-<br>cept a duty of 20 per cen-<br>tum ad valorem, as dressed<br>leather.<br>In addition to the foregoing<br>rates, there shall be paid<br>on all leather gloves, when<br>lined, \$1 per dozen pairs.<br>Pique or prick seam, and<br>embroidered with more<br>than three single strands<br>or cords, 50 cents per<br>dozen and 50 per centum<br>ad valorem.<br>Provided, further, that no<br>article contained in this<br>paragraph shall pay a rate<br>of duty less than 50 per<br>centum ad valorem. | 75 per centum of<br>the duty for the<br>gloves in the fab-<br>rication of which<br>they are suitable.<br>In addition to the<br>foregoing rates,<br>there shall be<br>paid on all leath-<br>er gloves, when<br>lined, \$1 per doz-<br>en pairs. |



*Tabulation of tariff rates on all leather gloves imported under the Wilson and McKinley bills, etc.—Continued.*

|                               | Existing Wilson<br>bill tariff. | McKinley bill tariff.                                                                                                                               | Proposed tariff by<br>L. V. H. Co.                                                                                                                  |
|-------------------------------|---------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|
| Glove trunks, etc.—Continued. |                                 | Provided that all gloves represented to be of a kind or grade below their actual kind or grade shall pay an additional duty of \$5 per dozen pairs. | Provided that all gloves represented to be of a kind or grade below their actual kind or grade shall pay an additional duty of \$3 per dozen pairs. |

## EXHIBIT 3.

*Tabulation of average foreign cost of fabrication of women's and children's leather gloves, glacé finish, not over 14 inches in length, which constitute over 90 per cent of the total imports of leather gloves, showing also the rates of duty on each kind, as proposed in the tariff schedule of L. V. H. Co.*

|                                                                                                                                                                          |                  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| Schmaschen, average foreign cost:                                                                                                                                        | Per dozen pairs. |
| Cutting and doling .....                                                                                                                                                 | \$0.57½          |
| Trimming of fourchettes .....                                                                                                                                            | .02½             |
| Sewing with one row embroidery, including material .....                                                                                                                 | .70              |
| Patent welts .....                                                                                                                                                       | .07              |
| Dressing and laying off .....                                                                                                                                            | .08              |
| Sundry shop expenses .....                                                                                                                                               | .25              |
| Total .....                                                                                                                                                              | 1.70             |
| Rates of specific duties as proposed by L. V. H. Co. tariff schedule .....                                                                                               | 1.50             |
| Amount of protection accorded to domestic manufacturers for cost of fabrication per dozen .....                                                                          | 3.20             |
| Lamb or sheep, average foreign cost:                                                                                                                                     |                  |
| Cutting and doling .....                                                                                                                                                 | .60              |
| Trimming of fourchettes .....                                                                                                                                            | .03              |
| Sewing with one row embroidery, including material .....                                                                                                                 | .70              |
| Patent welts .....                                                                                                                                                       | .09              |
| Dressing and laying off .....                                                                                                                                            | .08              |
| Sundry shop expenses .....                                                                                                                                               | .25              |
| Total .....                                                                                                                                                              | 1.75             |
| Rates of specific duties as proposed by L. V. H. Co. tariff schedule .....                                                                                               | 2.50             |
| Amount of protection accorded to domestic manufacturers for cost of fabrication per dozen .....                                                                          | 4.25             |
| Goat, kid, or other leather, average foreign cost:                                                                                                                       |                  |
| As stated by experts, the average cost of fabrications is 10 francs per dozen .....                                                                                      | 2.00             |
| Rates of specific duties as proposed by L. V. H. Co. tariff schedule .....                                                                                               | 3.50             |
| Amount of protection accorded to domestic manufacturers for cost of fabrication per dozen .....                                                                          | 5.50             |
| Detailed statement of average cost per dozen domestic fabrication for glacé gloves not over 14 inches in length, as stated by experts:                                   |                  |
| Doling .....                                                                                                                                                             | \$0.25           |
| Cutting .....                                                                                                                                                            | .80              |
| Sewing .....                                                                                                                                                             | .90              |
| Sewing on patent welt .....                                                                                                                                              | .13              |
| Material patent welt .....                                                                                                                                               | .10              |
| Machine points .....                                                                                                                                                     | .20              |
| Sewing material .....                                                                                                                                                    | .20              |
| Finishing and taping .....                                                                                                                                               | .20              |
| Dressing and laying off .....                                                                                                                                            | .20              |
| Labor putting on fasteners .....                                                                                                                                         | .05              |
| Sundry shop expenses .....                                                                                                                                               | .35              |
| Total .....                                                                                                                                                              | 3.38             |
| Add thereto a duty of 20 per cent ad valorem for the dressed leather imported lamb skins; average value of imported lamb skins to make one dozen pairs gloves, \$3 ..... | .60              |
| Total cost of fabrication, including the duty upon the imported material .....                                                                                           | 3.98             |



|                                                                                                                         |        |
|-------------------------------------------------------------------------------------------------------------------------|--------|
| The estimated domestic cost of fabrication of goat or kid gloves not over 14 inches in length is about, per dozen ..... | \$4.00 |
| Estimated average value of imported goat or kid skins to make 1 dozen pairs gloves, \$5; 20 per cent thereof.....       | 1.00   |

|                                                                                                                                                                                      |      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| Total estimated cost of fabrication, including the duty upon the imported material.....                                                                                              | 5.00 |
| Remarks:                                                                                                                                                                             |      |
| The amount of protection accorded to domestic manufacturers for 1 dozen lamb or sheep glacé finish, not over 14 inches in length, is.....                                            | 4.25 |
| The total average domestic cost of fabrication, including the duty upon the imported material, for 1 dozen lamb or sheep, glacé finish, not over 14 inches in length, is.....        | 3.98 |
| The amount of protection accorded to domestic manufacturers for 1 dozen goat or kid, glacé finish, not over 14 inches in length, is.....                                             | 5.50 |
| The total average domestic cost of fabrication, including the duty upon the imported material, for 1 dozen goat or kid, glacé finish, not over 14 inches in length, is estimated at. | 5.00 |

## EXHIBIT 4.

*Committee on Ways and Means of the House of Representatives, Washington, D. C.:*

We, the undersigned, manufacturers of leather gloves, pray you to adopt the following tariff schedule upon leather gloves:

Gloves of all descriptions, composed wholly or in part of leather, whether wholly or partly manufactured, including what is known in fabrication as glove trunks, shall pay duty at the rates fixed in connection with the following specified kinds thereof, and 1 dozen pairs as the basis. The length stated to be the extreme length when stretched to the full extent.

|                                                                                                                                                                      | Per dozen pairs. |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| Upon all glacé leather gloves, commercially known as schmaschen, of lamb or sheep origin:                                                                            |                  |
| Ladies' or children's, 14 inches in length or under.....                                                                                                             | \$1.50           |
| Ladies' and children's, over 14 inches in length .....                                                                                                               | 2.50             |
| Men's or cadets' .....                                                                                                                                               | 3.00             |
| Upon all other glacé leather gloves, of lamb or sheep origin:                                                                                                        |                  |
| Ladies' or children's, 14 inches in length or under.....                                                                                                             | 2.00             |
| Ladies' or children's, over 14 inches in length.....                                                                                                                 | 3.00             |
| Men's or cadets' .....                                                                                                                                               | 4.00             |
| Upon all glacé leather gloves, of kid, or goat, or other origin, except lamb or sheep:                                                                               |                  |
| Ladies' or children's, 14 inches in length or under.....                                                                                                             | 3.00             |
| Ladies' and children's, over 14 inches in length .....                                                                                                               | 4.50             |
| Men's or cadets' .....                                                                                                                                               | 5.00             |
| Upon all leather gloves, within exterior grain surface removed, commonly known as suede, castor, etc., of lamb or sheep origin:                                      |                  |
| Ladies' or children's, 17 inches in length or under.....                                                                                                             | 2.00             |
| Ladies' or children's, over 17 inches in length.....                                                                                                                 | 3.00             |
| Men's or cadets' .....                                                                                                                                               | 4.00             |
| Upon all other leather gloves, with exterior grain surface removed, commercially known as suede, castor, etc., of kid or goat or other origin, except lamb or sheep: |                  |
| Ladies' or children's, 17 inches in length or under.....                                                                                                             | 3.00             |
| Ladies' or children's, over 17 inches in length.....                                                                                                                 | 4.50             |
| Men's or cadets' .....                                                                                                                                               | 5.00             |
| And in addition to the above rates there shall be paid—                                                                                                              |                  |
| Upon all ladies' or children's lined gloves.....                                                                                                                     | 1.50             |
| Upon all men's lined gloves .....                                                                                                                                    | 1.00             |

*Provided*, That all gloves represented to be of a kind or grade below their actual kind or grade shall pay an additional duty of \$5 per dozen pairs.

Unanimously approved and adopted by the Glove Manufacturers' Association of the United States.

D. W. CAMPBELL, *President*.  
M. S. NORTHRUP, *Secretary and Treasurer*.  
J. C. ALLEN, *Chairman Executive Committee*.  
D. B. JUDSON,  
JAMES RADFORD,  
GEORGE M. PLACE,  
P. P. ARGEISINGER,  
LUCIUS N. LITTAUER, *Members Executive Committee*.



## EXHIBIT 5.

*Committee on Ways and Means of the House of Representatives, Washington, D. C.:*

We, the undersigned importers of leather gloves, pray you to adopt the following tariff schedule upon leather gloves:

|                                                                                                                                                | Per dozen pairs. |
|------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| Upon all glacé leather gloves commercially known as schmaschen, of sheep origin:                                                               |                  |
| Ladies' or children's, 14 inches in length or under.....                                                                                       | \$1. 50          |
| Ladies' or children's, over 14 inches in length.....                                                                                           | 2. 50            |
| Men's or cadets'.....                                                                                                                          | 3. 00            |
| Upon all other glacé leather gloves of sheep origin:                                                                                           |                  |
| Ladies' or children's, 14 inches in length or under.....                                                                                       | 2. 00            |
| Ladies' or children's, over 14 inches in length.....                                                                                           | 3. 00            |
| Men's or cadets'.....                                                                                                                          | 4. 00            |
| Upon all glacé leather gloves of goat or other origin, except sheep:                                                                           |                  |
| Ladies' or children's, 14 inches in length or under.....                                                                                       | 3. 00            |
| Ladies' or children's, over 14 inches in length.....                                                                                           | 4. 50            |
| Men's or cadets'.....                                                                                                                          | 5. 00            |
| Upon all leather gloves with exterior grain surface removed, commercially known as suede, castor, etc., of sheep origin:                       |                  |
| Ladies' or children's, 17 inches in length or under.....                                                                                       | 2. 00            |
| Ladies' or children's, over 17 inches in length.....                                                                                           | 3. 00            |
| Men's or cadets'.....                                                                                                                          | 4. 00            |
| Upon all leather gloves with exterior grain surface removed, commercially known as suede, castor, etc., of goat or other origin, except sheep: |                  |
| Ladies' or children's, 17 inches in length or under.....                                                                                       | 3. 00            |
| Ladies' or children's, over 17 inches in length.....                                                                                           | 4. 50            |
| Men's or cadets'.....                                                                                                                          | 5. 00            |
| Upon all ladies' or children's lined gloves, extra.....                                                                                        | 1. 50            |
| Upon all men's lined gloves, extra.....                                                                                                        | 1. 00            |

Provided that all gloves represented to be of a kind or grade below their actual kind or grade shall pay a penal duty of \$5 per dozen pairs.

Wertheimer & Co.; L. V. Holzmaister & Co.; Marshall Field & Co.; Goldschmidt, Bacarach & Co.; Pings & Pinner; Louis Meyer & Son; The H. B. Claflin Company, Danl. Robinson, second vice-president; Tefft, Weller & Co.; Hugo Rothschild; Foster, Paul & Co.; Passavant & Co.; Mills & Gibb; P. Centemeri & Co.; Eggebrecht & Bernhardt; Blumenthal & Aronson; Pierson & Arthur; A. C. Hartmann; representing 90 per cent of the glove importations.

### STATEMENT OF MR. KENNETH BARNHART, REPRESENTING MARSHALL FIELD & CO., OF CHICAGO.

MONDAY, *January 11, 1897.*

Mr. BARNHART said: Mr. Chairman and gentlemen of the committee, as the representative of Marshall Field & Co., of Chicago, I am not here to advocate high or low rates of duties, but, like Mr. North, secretary of the Wool Manufacturers' Association, of Boston, to counsel moderation. During the past few years perhaps no class of people have suffered more than the woolen manufacturers; yet Mr. North tells you that they do not complain of the rate or the amount of protection afforded them by the present tariff, but of the manner of its collection. In other words, we ask specific instead of ad valorem rates. Ad valorem rates if collected are of necessity a great objection, and long experience has shown them to be virtually impractical and impossible of collection, and as has been said to this committee, they have been abandoned by all the important nations of the world except the United States and Turkey. The purpose of a tariff is primarily for the protection of American industry, but it is at the same time necessary as a means of raising revenue to defray the expenses of the Government, so that in adjusting



these specific rates the greatest care must be exercised so that they will not be prohibitory and result in reducing the revenues, which now seem to be inadequate. I have with me a carefully prepared statement of our views touching most of the schedules in the tariff, which I wish to file with the secretary.

Mr. EVANS. Do you propose any rate in this written statement?

Mr. BARNHART. Yes; rates on all the schedules covering goods we import.

Mr. EVANS. Are those rates the same, substantially, as the present ad valorem, or higher or lower?

Mr. BARNHART. We recognize the fact that this committee will raise some rates to produce more revenues, and we have recommended some increases, but we have as far as possible substituted specific for ad valorem rates.

Mr. PAYNE. You show the equivalent ad valorem on these specific rates?

Mr. BARNHART. In our statement we say the rates we recommend are equivalent to the present ad valorem rates.

Mr. HOPKINS. But I understood you to say a moment ago in some instances you recommended increases over the present rates.

Mr. BARNHART. In some cases we state where the rate seems to be low and we recommend an increase.

Mr. PAYNE. Where do you recommend increases? Do you show the equivalent ad valorem?

Mr. BARNHART. Yes, sir.

Mr. TURNER. On what items do you propose to increase the revenues?

Mr. BARNHART. For example, in the paragraph covering kid gloves we recommend higher rates on kid gloves and specific rates. We have not definitely settled upon what we recommend, but we will pass that in in a day or two.

Mr. JOHNSON. You have not your recommendations in this written statement?

Mr. BARNHART. Not covering kid gloves.

Mr. JOHNSON. If the paragraph covering the rates is not too long, I would like to have you read it now.

The CHAIRMAN. I understand that paper covers a large variety of articles we passed over some time ago, and we will not take up time except on anything bearing upon the subjects we have before us for consideration to-day.

Mr. DOLLIVER. Why do you recommend an increase on kid gloves?

Mr. BARNHART. On leather gloves; it does not cover kid gloves specially, but an increase along the line on some gloves, shorter lengths, which does not average quite as high as it might.

Mr. PAYNE. In order to make the paragraph more harmonious?

Mr. BARNHART. Yes, sir; and in order to produce more revenue we are willing to have a slight increase in that schedule.

Mr. HOPKINS. You agree with these other gentlemen that the ad valorem should be changed to a specific rate?

Mr. BARNHART. The rate is specific on gloves now, and we ask that it be adhered to. The idea is when you put a nominal rate of 50 per cent ad valorem on an article it does not amount to really more than 30 per cent protection.

Mr. TURNER. Do you say that as an importer?

Mr. BARNHART. How do you mean? Not for our own house, but I say that is the experience of the Government. I am quoting the Secretary of the Treasury. The Secretary of the Treasury estimates that



in the past year \$25,000,000 has been lost to the Government through undervaluation.

Mr. TURNER. The present Secretary of the Treasury?

Mr. BARNHART. The Assistant Secretary, Mr. Hamlin.

Mr. TURNER. Is it not a fact that gentlemen engaged with you in importing, as a body, are honest men?

Mr. BARNHART. All the information that I have is what they say from the Treasury Department in their report.

Mr. TURNER. The calculation is the variation from the actual values on invoice ranges from 5 to 10 per cent at least. There may be differences of condition on the other side which the purchaser may encounter.

Mr. BARNHART. I tell you the way we get at that. We buy large quantities of a certain class of goods——

Mr. TURNER. The entire output of the factory?

Mr. BARNHART. Oh, no; ordinary quantities. We deal in all kinds of goods, and we do not import anything in enormous quantities, and we believe we get them at the average prices. We do not believe anybody can buy any lower than we can.

Mr. TURNER. You put a proper price on your invoices?

Mr. BARNHART. Yes, sir.

Mr. TURNER. Do you not think the majority of the gentlemen engaged in the same business will do the same thing when they enter their goods under oath?

Mr. BARNHART. Not if they are able to sell their goods lower than we can land them in the country for.

Mr. TURNER. It is not disputed there are instances of undervaluation, and I am talking about the bulk of the trade.

Mr. BARNHART. Well, I should say as to the bulk of the import trade it is in the hands of the foreign manufacturers, and perhaps they may be able under this section 11 of the customs administrative act, which allows them to enter their goods at the cost of production plus 8 per cent of manufacturer's profit—I believe they are able—to land their goods in this country cheaper than we can buy them on the other side and pay the duties.

Mr. TURNER. That brings up the subject of consigned goods?

Mr. BARNHART. That is the idea.

Mr. TURNER. Do you think in the interest of the trade the Government could afford to break up the business of consigned goods on this side for sale?

Mr. BARNHART. I think it is the duty of the Government to fix the administrative rate so that the foreign manufacturers or foreigners who have no interest in this country can not land their goods or buy goods in this country and be able to sell lower than their own citizens. The American citizen importing has no show in competition with the foreign manufacturer who consigns goods for sale on a basis of 8 per cent profit.

Mr. TURNER. Do you advocate the change in specific duties for the interest of the consumer, or the manufacturers, or importers, or who? Is it not to the interest of the consumers that the rate should vary according to the rise and fall of the prices on the other side under an ad valorem system? I am talking now about the consumer.

Mr. BARNHART. Well, we advocate specific duties for the following reasons: First, because they are easy and certain of collection; second, because the domestic manufacturer gets protection to the extent of the rate; and third, it protects the honest importer as against dishonest competition.



Mr. TURNER. Well, but does it not lay a burden most heavily upon those who use the cheaper and plainer goods?

Mr. BARNHART. No, sir.

Mr. TURNER. And is not the specific rate on the class of goods lowest on these items of a class which are highest in value?

Mr. BARNHART. You take the glove schedule for example: There are three classes, schmaschen for the poor people, lamb gloves for the middle-class people, and kid gloves for the rich, and specific rates right straight through; but if you will look into this thing carefully you will find it does not bear so heavily on the cheap goods because the bulk of the importations in every line come in at about a certain popular price, and the amount of very high-priced goods is so small as not to cut any figure.

Mr. TURNER. You noticed just now some gentlemen in making a statement in behalf of the button manufacturers wanted a specific rate on the lower grades and an ad valorem on the higher?

Mr. BARNHART. Now, the specific rate would be for that reason the best thing for this country because it would put the high rate on the lower part of the goods and enable the manufacturer to take them in this country.

Mr. TURNER. How would that affect the consumer, the great mass of the people?

Mr. BARNHART. Well, we do not recommend specific rates which will be so high that it will hurt the consumer. We do not want a prohibitory rate. If you make prohibitory rates on anything, you will not get any revenue.

Mr. TURNER. The protective duty affects the consumer, too, you know.

Mr. BARNHART. Competition regulates the price all right enough.

Mr. EVANS. What specific rate do you propose on lamb and kid gloves under 14 inches?

Mr. BARNHART. I stated we have not settled on that.

Mr. PAYNE. Is it not a fact when the duty was ad valorem on gloves your house was obliged to go out and buy of people who imported, or of the manufacturers in the East, and were not able to buy yourselves the goods on the other side and pay the duty, in many instances?

Mr. BARNHART. In many instances we bought goods from the consignees in this country, but under the specific system we are able to import all the kid gloves we sell.

Mr. PAYNE. And under the ad valorem rate you could not?

Mr. BARNHART. And we could not buy any goods and sell them under any schedule under an ad valorem rate.

The CHAIRMAN. That is evidence positive of fraudulent undervaluation, and the Government lost the revenue.

Mr. DOLLIVER. Is that undervaluation at Chicago or at New York?

Mr. BARNHART. Well, the port of Chicago is so small they can keep such track of their business there is really no undervaluation there we know. There are no consigning houses in Chicago; they are all American citizen importers. That is what we want. We want this importing business to be done by the people of this country. The business of importing merchandise is just as legitimate as manufacturing merchandise, and we want the Government in the first place to protect those, and if they do that they will protect us. That is all we want.

Mr. HOPKINS. Under a specific rate this importing business will be transferred from the foreigner to the American citizen?

Mr. BARNHART. It will be transferred to the American citizen; yes,



sir; and we claim protection as much as the manufacturer. We want rates reasonable, for if they are not reasonable we can not do business; and I think if the committee will keep in mind revenue and protection and draw the line between the two they can not go far astray if they make the rates specific.

**STATEMENT FILED BY MARSHALL FIELD & CO., OF CHICAGO.**

MONDAY, *January 11, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

Referring to the proposed revision of the tariff, we note with satisfaction that it is the purpose of your committee to substitute as far as possible specific for ad valorem rates of duty, and can not urge on you too strongly the close adherence to this purpose. Ad valorem rates, if collected, are of necessity the more equitable, but long experience has shown them to be utterly impracticable, a failure, and impossible of collection.

The tariff is primarily for protection to American industries, but is also necessary as a means to raise revenue to defray the expenses of the Government. The greatest care should therefore be exercised in adjusting specific rates so that they will not be prohibitory and result in reducing the revenue, which now seems inadequate.

The people generally are demanding a moderate tariff, a tariff made for the whole country and not for individuals, but the manufacturers, according to reports of hearings before your committee, are clamoring for even higher rates than contained in the McKinley bill. For example, the hosiery manufacturers have asked for, and say they expect to obtain, a rate of 40 cents per dozen and 35 per cent on all hosiery valued at under \$1.50, and 40 cents per dozen and 50 per cent on all valued above \$1.50 per dozen. This is equivalent to an average ad valorem rate of 75 per cent, or higher than the McKinley rates. After a careful study of the whole subject, we are of the opinion that a substitution of equivalent specific for existing ad valorem rates would in nearly every case not only afford sufficient protection to our manufacturers, but would produce the additional revenue required. We respectfully submit the following observations and recommendations for your consideration:

The provision for cotton cloths in the present tariff so far as the rates are specific is, we believe, satisfactory to all concerned. Above certain limits in price, however, the rates are ad valorem and for these we recommend the following specific rates as substitutes:

Paragraph 253. Unbleached, valued at over 7 cents per square yard,  $2\frac{1}{2}$  cents per square yard; bleached, valued at over 9 cents per square yard,  $3\frac{1}{2}$  cents per square yard; colored, etc., valued at over 12 cents per square yard,  $4\frac{1}{2}$  cents per square yard.

Paragraph 254. Unbleached, valued at over 9 cents per square yard, 3 cents per square yard; bleached, valued at over 11 cents per square yard, 5 cents per square yard; colored, etc., valued at over  $12\frac{1}{2}$  cents per square yard,  $5\frac{1}{2}$  cents per square yard.

Paragraph 255. Unbleached, valued at over 10 cents per square yard, 4 cents per square yard; bleached, valued at over 12 cents per square yard,  $5\frac{1}{2}$  cents per square yard; colored, etc., valued at over  $12\frac{1}{2}$  cents per square yard,  $6\frac{1}{2}$  cents per square yard.

Paragraph 256. Unbleached, valued at over 12 cents per square yard,  $5\frac{1}{2}$  cents per square yard; bleached, valued at over 14 cents per square yard,  $5\frac{3}{4}$  cents per square yard; colored, etc., valued at over 16 cents per square yard, 7 cents per square yard.

The above rates are based on the average value of importations (in the several divisions) for the year ending June 30, 1896, and are equivalent to existing ad valorem rates.

Paragraph 259. Plushes, velvets, velvetéens, corduroys, and all pile fabrics composed of cotton or other vegetable fiber, not bleached, dyed, colored, stained,



painted, or printed,  $7\frac{1}{2}$  cents per square yard. On all such goods if bleached, dyed, colored, stained, or printed, 15 cents per square yard.

Paragraph 260. Sleeve lining or other cloths composed of cotton and silk, whether known as cotton sleeve lining or otherwise, 9 cents per square yard.

Paragraph 261. We recommend that this paragraph be stricken out. Few of the goods covered by it are now imported and it only serves as a loophole for dishonest practices.

Paragraph 262. Stockings, hose and half hose, selvaged, fashioned, narrowed or shaped wholly or in part by knitting machines or frames or knit by hand, including such as are commercially known as seamless or clocked stockings, hose or half hose, composed of cotton or other vegetable fiber, finished or unfinished, 50 cents per dozen pairs. On knitted shirts and drawers, composed of cotton or other vegetable fiber, finished or unfinished, \$1.20 per dozen.

*Schedule J.*—Paragraph 273. Oilcloth for floors, including linoleum, corticene, cork carpets, and all oilcloths (except silk oilcloth), 25 cents per square yard.

Paragraph 276. Laces, edgings, nettings and veilings, embroideries, insertings, neck ruffings, ruchings, trimmings, tuckings, lace and embroidered collars, lace window curtains, tamboured articles and articles embroidered by hand or machinery, embroidered handkerchiefs, and articles made wholly or in part of lace, ruffings, tuckings or ruchings, all of the above-named articles composed of flax, jute, cotton, or other vegetable fiber, or of which these substances, or either of them, or a mixture of any of them, is the component material of chief value, not specially provided for in this act, 75 cents per pound, or 50 cents per pound and 15 per cent ad valorem. Nottingham lace curtains and curtain net or netting, composed of cotton or other vegetable fiber, or of which cotton or other vegetable fiber is the component material of chief value, 25 cents per pound, or 15 cents per pound and 20 per cent ad valorem.

*Schedule K.*—As the rates in this schedule will depend largely on the duty assessed on raw wool we recommend no fixed rates, but add the following for your information:

On women's and children's dress goods, on average cost, 12 cents per square yard is equivalent to 50 per cent ad valorem, with a duty of 6 cents per pound on raw wool, 18 cents per square yard would equal 75 per cent ad valorem on finished goods. On woolen shawls, cloths, and manufactures of wool valued at over 50 cents per pound, 44 cents per pound would on the average equal 50 per cent ad valorem.

*Schedule L, silks.*—Paragraph 299. Velvets, chenilles, or pile fabrics composed of silk, or of which silk is the component material of chief value, \$2 per pound. Plushes composed of silk, or of which silk is the component material of chief value, \$1.50 per pound.

Paragraph 301. Laces and articles made wholly or in part of lace and embroideries, including articles or fabrics embroidered by hand or machinery, nettings and veilings composed of silk, or of which silk is the component material of chief value, \$2 per pound, or \$1.50 and 15 per cent. Piece goods and all manufactures of silk, or of which silk is the component material of chief value, not specially provided for in this act, \$1.50 per pound.

Specific rates are the best for the following reasons:

(1) They are easy and certain of collection, securing to the Treasury the exact duties provided by Congress.

(2) Being impossible of evasion, they protect the American manufacturer to the full extent of the rates; and

(3) They protect the honest importer against dishonest competition.

For these reasons, coupled with the fact that all the great nations of the world, except the United States and Turkey, have abandoned the ad valorem system, we ask that in arranging the new tariff specific and compound rates of duty be adopted.

MARSHALL FIELD & Co.

Mr. LITTAUER. I would like to state to the committee the year before the rates on gloves were placed in the specific column their value as entered in the custom-house was \$4.75 average value, taken all together. The very next year when the specific duties came into effect they advanced to \$5.66. The amount of trouble that the custom-house officials in New York had during the ad valorem period was, I am told, on the subject of gloves, far in excess of that on any other subject that



came up, and we as glove manufacturers feel we can not be too well protected. We can not know what we must compete with unless the rates remain specific. Mr. Wilson thoroughly appreciated that, and said on this one topic he believed there could not be any question on that, and he reiterated it to me last Friday.

**STATEMENT OF MR. CHARLES E. SMITH, OF NEW YORK.**

MONDAY, *January 11, 1897.*

Mr. SMITH said: Mr. Chairman and gentlemen of the committee, there has been a good deal said upon the matter of ad valorem and specific rates. The kid-glove importers most heartily concur in these specific rates. We recognize that the Government must have more revenue, and considering kid gloves are a luxury we have made out a rate here which adds about 20 per cent to the present schedule. Now, the domestic glove manufacturers have demanded very high rates. I will state in one instance to-day on the chamois glove, on which they get \$1.75 protection, that they are practically driving out the imported chamois; and another question to which we would like to call the attention of your committee is the importations made by foreign tourists. There are at least 300,000 or 400,000 dozens of high-grade gloves imported every year from foreign countries, coming in every year from foreign countries, which are a detriment to every importer who pays a duty to the Government.

Mr. PAYNE. On just the one item of gloves?

Mr. SMITH. Yes, sir; you go to the Bon Marché or the Louvre, Paris, and you will see any quantity of fine goods, averaging at least \$8 a dozen, bought over there and brought to this country. You come over on the ship and you find them bringing all the way from 5 to 25 dozen pairs of gloves that come through there without paying duty.

The CHAIRMAN. They are smuggled?

Mr. McMILLIN. You estimate that in the aggregate 300,000 or 400,000 dozens of gloves are brought over in a year?

Mr. SMITH. Yes, sir; I believe it is that many.

Mr. McMILLIN. Is it not a fact that under the construction placed upon the law by the customs officials that there is no limit to the number of dozens that one tourist can bring, or substantially none?

Mr. SMITH. Well, that all depends upon the manner the trunks are examined at the custom-house, and the construction placed upon it.

Mr. McMILLIN. But they allow a very large number even when an examination is made?

Mr. SMITH. Some do and some do not.

Mr. McMILLIN. I have heard of such instances.

Mr. SMITH. I heard an honest man brought over 10 dozens pairs of tanned gloves, size 7, which he bought abroad cheap, and so he bought enough to last him all his life.

Mr. STEELE. What did he sell them for?

Mr. SMITH. He did not sell them; he was an honest man.

Mr. DOLLIVER. How did he bring them in? Smuggle them over or were they brought in as a part of his wearing apparel?

Mr. PAYNE. He simply said he had no dutiable goods?

Mr. SMITH. Well, he did not have any according to his idea.

Mr. DOLLIVER. I understood you to say he was an honest man?

Mr. SMITH. He was, according to his ideas. It depends upon what interpretation you put upon it. I heard of another case of a man who



brought a small package down to a friend of his, for his sister, who had five trunks coming over. When he got on this side the trunks passed all right; he was a friend of the inspector or had some friend who was a friend of his, and that package contained 25 dozen pairs of ladies' gloves.

Now, on these rates the kid-glove importers are practically united except in one or two instances. We thoroughly agree upon the subject of specific rates, notwithstanding that they all said that the foreign importers are not citizens of this country or are apt to rob the Government. We all desire specific rates and have desired specific rates. We will know then just where our business is. It has been no pleasure for us to have goods subject to reappraisement. In one case of reappraisement on one line of goods it stopped the business of one of the importers for the whole season, and then the Government confirmed his schedule. Now, as I say, we have added 20 per cent to the present rate. The present rate would be, under the ad valorem system, about 33 $\frac{1}{3}$  per cent, so we bring the rate up to nearly 50 per cent specific. We make the rate for schmaschen, which is the poor people's glove—the poor people have to wear gloves now—\$1.25, that is, up to 14 inches; lamb-skins and other grades of goods we put at \$2 a dozen, and that is up to 14 inches. For kid gloves we make it \$2.75 a dozen. That increases schmaschen and lambs 25 cents a dozen and kids 50 cents a dozen on the line of goods principally imported.

Mr. RUSSELL. Have you estimated whether that would give any revenue approaching the revenue derived under the McKinley rate?

Mr. SMITH. Under the present rate of 1896 we have about altogether imported 1,300,000 dozens, on which the amount of duty paid was \$2,360,000. Now those rates would increase that about 20 per cent, providing the importations remain the same, but we hope in the coming times we will have more business and you will get more revenue.

Mr. RUSSELL. I have not made the calculation, but glancing at it I do not think that would bring it up to the revenue obtained under the McKinley rate by considerable?

Mr. SMITH. It would not. Under the McKinley bill the rate was really over 50 per cent, from 50 to 65 per cent.

Mr. RUSSELL. You are advocating a schedule which will not give us a revenue equivalent to the revenue obtained under the McKinley bill.

Mr. SMITH. No, sir; not quite.

Mr. RUSSELL. How much less?

Mr. SMITH. That rate averaged from 50 to 65 per cent, or say 55 cents on the average, and our rate would be from 48 to 50 per cent.

Mr. RUSSELL. You come within 6 or 7 per cent of it?

Mr. SMITH. No; you can not come approximately to anything.

Mr. PAYNE. Have you figured out the increased revenue you will get over the Wilson bill on the number of dozens of gloves imported?

Mr. SMITH. I beg your pardon, I did not understand you.

Mr. PAYNE. Have you figured out the increased revenue that your schedule will give over the Wilson bill on last year's importations, taking the same number of dozens?

Mr. SMITH. If the figures remain the same it will be about \$600,000.

Mr. PAYNE. And the rate under the McKinley bill produced about a million and a half more?

Mr. SMITH. No; I do not think—I have not the exact figures of the McKinley bill.

Mr. PAYNE. I am told it would be more than \$1,400,000.

Mr. SMITH. Of all sorts of importations there were 1,500,000 dozens,



and the amount \$2,800,000. Now, this rate under the present amount of dozens would bring about \$2,800,000 or \$2,900,000 under the rate we propose.

Mr. HOPKINS. How much does your proposed rate increase the duty under the present law?

Mr. SMITH. About 20 per cent. Now, if there could be any possible way of stopping this inflow of fine French goods, the Government would receive at least a million dollars more on kid gloves alone, because kid gloves are the articles which are so acceptable to anybody. They are very small in bulk, and you can bring quite a quantity in, and not only that, but a lady who gets a pair of those from some friend who has been abroad——

Mr. PAYNE. You advocate this simply for the purpose of increasing the revenue?

Mr. SMITH. And to help the importers also.

Mr. PAYNE. You regard these gloves as a good article on which to raise a fair proportion of the revenue?

Mr. SMITH. On which to raise a fair proportion of the revenue, exactly. They are somewhat of a luxury, although not altogether at the present day.

Mr. PAYNE. And if we go to the McKinley rates, it will raise still more revenue?

Mr. SMITH. No doubt it would.

Mr. PAYNE. Undoubtedly it would?

Mr. SMITH. It would unsettle the business here. Possibly it might not, but that is to be considered.

Mr. PAYNE. But that was the fact under the McKinley bill?

Mr. SMITH. We are just getting over the effects of the McKinley bill in regulating and——

Mr. PAYNE. The effect of the McKinley bill was to raise more revenue on gloves?

Mr. SMITH. I believe so.

Mr. McMILLIN. You say you are just now getting over the effects of the McKinley bill?

Mr. SMITH. I should not say the McKinley bill, I should have said the Wilson bill.

Mr. PAYNE. You have not yet recovered from the effects of the Wilson bill?

Mr. SMITH. I meant to say by that, if you disorganize the large business in which we buy to-day, for instance, skins in Buenos Ayres, it will be twelve or fifteen months before we see our money back on those goods. Now, if that business is all turned upside down, we are to-day ready to receive orders for the fall if we can get them, but we do not know what price to put on an order. What price can you figure to a customer on an order to-day? We do not know where we stand. We do not know what duty you are going to put.

Mr. McMILLIN. Frequent changes in the tariff you find injurious to your business, and unsettles it?

Mr. SMITH. It unsettles my business.

Mr. McMILLIN. I think myself this has begun too soon.

The CHAIRMAN. You did not think so in 1894.

Mr. PAYNE. After we get this thing fixed we hope to keep it so.

Mr. McMILLIN. You thought so when you framed the McKinley bill, but we upset your calculations, and we will do it again.

Mr. SMITH. Of course we do not come here with any idea of instructing the committee, but simply to ask you to make the rate as simple as possible, take what you need from us for the Government revenues, and



let us alone. I would like to say one more thing: We disagree with the gentleman who spoke previous to us about the difference of \$1 between lambs and kids. If you notice on our schedule we file, the difference is only 75 cents a dozen. They advocate a difference of \$1. It is not so under the present schedules, which have been very satisfactory for collection of revenue, and which shows it paid practically the same duty ad valorem, and practically to-day there is very little difference in the European value of lamb skin and kid skin, because there are no fine kid skins imported. They are all low and medium priced goods. Fine goods no longer sell to-day, and have not sold.

The CHAIRMAN. It appears by the statistics of the importations for 1896 that the specific duty on the schmaschen was equivalent to ad valorem of only  $24\frac{1}{4}$  per cent.

Mr. SMITH. Those are the poor people's goods, sir; but I am speaking of lambs and kids.

Mr. McMILLIN. They are raised 25 cents by your schedule?

Mr. SMITH. Schmaschens are raised 25 cents, lamb skins 25 cents, and kids are raised 50 cents. We figure a little more can be given on the kids because possibly the kid glove is an article with a kind of tone to it from the fact that it is a kid glove.

Mr. RUSSELL. The reduction of the law of 1894 from the law of 1890 on those two classes of which you speak was \$1?

Mr. SMITH. I have not the figures.

Mr. RUSSELL. It was \$1.

Mr. SMITH. On those you can not compare conditions under an ad valorem and specific.

Mr. RUSSELL. This was specific in both cases, in 1890 and 1894.

Mr. SMITH. Well, the conditions of the trade are altogether different. In 1894 we were using fine goods in all classes of trade. To-day they are using the cheapest make they can possibly get out in all grades of goods. They want something for nothing.

Mr. CURTIS. I will file with the committee the petition of 1894, signed by the importers, this gentleman among others.

Mr. LITTAUER. No, sir; this gentleman was not.

#### PROPOSED SCHEDULE OF RATES FOR SPECIFIC TARIFF ON GLOVES FILED BY VARIOUS IMPORTERS OF LEATHER GLOVES.

Made wholly or in part of leather, whether wholly or partly manufactured, shall pay duty at the following rates, the lengths stated in each case being the extreme length when stretched to their full extent, namely:

[Per dozen pairs.]

Ladies' or children's, glace finish:

Schmaschen of sheep origin—

|                                           |        |
|-------------------------------------------|--------|
| Not over 14 inches long.....              | \$1.25 |
| Over 14 and not over 17 inches long.....  | 1.75   |
| Over 17 inches long.....                  | 2.75   |
| If lined, in addition to above rates..... | 1.00   |

Lamb or sheep—

|                                           |      |
|-------------------------------------------|------|
| Not over 14 inches long.....              | 2.00 |
| Over 14 and not over 17 inches long.....  | 3.25 |
| Over 17 inches long.....                  | 3.50 |
| If lined, in addition to above rates..... | 1.00 |

Goat, kid, or other leather not sheep origin—

|                                           |      |
|-------------------------------------------|------|
| Not over 14 inches long.....              | 2.75 |
| Over 14 and not over 17 inches long.....  | 3.50 |
| Over 17 inches long.....                  | 4.50 |
| If lined, in addition to above rates..... | 1.00 |



## Not glace finish:

Sheep origin, with exterior grain surface removed, by whatever name known—

|                                           |        |
|-------------------------------------------|--------|
| Not over 14 inches long.....              | \$1.05 |
| Over 14 and not over 17 inches long.....  | 2.57   |
| Over 17 inches long.....                  | 3.20   |
| If lined, in addition to above rates..... | 1.00   |

Goat, kid, or other leather, not sheep origin, with exterior grain surface removed, by whatever name known—

|                                           |      |
|-------------------------------------------|------|
| Not over 14 inches long.....              | 2.50 |
| Over 14 and not over 17 inches long.....  | 3.25 |
| Over 17 inches long.....                  | 4.50 |
| If lined, in addition to above rates..... | 1.00 |

## Men's glace finish schmaschen:

|                                           |      |
|-------------------------------------------|------|
| Sheep.....                                | 4.00 |
| All other leather.....                    | 4.00 |
| If lined, in addition to above rates..... | 1.00 |

## TARIFF SCHEDULE FOR DRESSED GLOVE LEATHERS.

Sheepskins, including lamb dressed and finished, \$1.75 per dozen; goatskins, including kid dressed and finished, \$2.50 per dozen; sheepskins and goatskins, dressed or partly dressed, as suedes or castors, finished on the flesh or with exterior grain surface removed, under whatever name known, \$2.50 per dozen.

We believe above rates equal 20 per cent ad valorem—present rate—except the first item, which equals 25 per cent.

Passavant & Co., Henry M. Peyser & Co., Thos. Reno & Co., W.W. Shumm Co., Bossut pere & fils, by A. O. R. Rorde; Taylor & Weckely, Pings & Pinner Co., Hugo Bondy, E. M. Mondrell Co., A. C. Hardman, Blumenthal, Devereaux & Co.

## RATES RECOMMENDED BY PASSAVANT &amp; CO., OF NEW YORK CITY.

NEW YORK, N. Y., *January 11, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We hand you herewith a schedule (Exhibit A), showing the duties under the tariff previous to the McKinley bill, McKinley bill, Wilson bill, domestic manufacturers, and glove importers, with rates and percentage.

Referring to the schedule presented by Mr. L. V. Holtzmeister, through Mr. Curtis, who appeared before your committee Monday last, we desire simply to say that this gentleman was at the meeting of the glove dealers here in New York, and agreed upon the schedule as handed in by Mr. Smith, representing the glove dealers before you, and which we respectfully advocate.

His change of front appears principally to be to ask a higher duty upon kid gloves, higher in proportion than on other lines. We would simply add that he is not a dealer in real kid gloves, his specialty being lamb. We think, therefore, without prejudice, his schedule not worthy of serious consideration.

The schedule of glove importers presented we hope will receive your earnest consideration. We would add that we must ask most earnestly that a specific rate be adopted under any circumstances, but we trust that the rate will be a reasonable one.

In this schedule we give you only the principal length used, in order to simplify the matter, as the others are all in proportion. This would mean that 40,000,000 of people wearing gloves in the United States would be asked to pay an enormous duty on the article—we refer to kid especially—which are not made in this country, and for many



reasons which we could prove to you not likely to be attempted, being an industry of very slow growth.

On lambskin gloves they ask \$3 per dozen, with the rider of 50 cents, and another 50 cents for embroidery and pique. On this article it means a duty of 75 to 85 per cent; on the plain lamb gloves 63 per cent. In other words, an advance of fully 100 per cent upon the present basis, and higher by 10 to 25 per cent of the highest duty ever exacted on this article.

When the president of the American Association was before you Monday last he said that on men's gloves the American manufacturers were satisfied with the present rate, whereas, in the memorial presented in writing, the association asks \$5 per dozen on real kid, besides the additional duty for embroidery and pique of \$1 per dozen. It would mean a positive prohibition of the foreign article. In fact, the enacting duty that they ask for would have the resulting effect of a reduction of revenue rather than an increase.

PASSAVANT & Co.

### EXHIBIT A.

Gloves of all descriptions, composed wholly or in part of leather, whether wholly or partly manufactured, shall pay duty at the rates fixed in connection with the following specified measurements, extreme length when stretched to full extent being in each case fixed as the standard, and 1 dozen pairs as the basis, namely:

| Description.           | Quality.                                                                   | Duty previous to McKinley bill. | Duty, McKinley bill. | Duty, Wilson bill. |           | Proposed bill, domestic manufacturers.         |                            | Proposed bill, glove importers. |                  |
|------------------------|----------------------------------------------------------------------------|---------------------------------|----------------------|--------------------|-----------|------------------------------------------------|----------------------------|---------------------------------|------------------|
|                        |                                                                            |                                 |                      | Rate.              | Per cent. | Rate.                                          | Per cent.                  | Rate.                           | Per cent.        |
| Womens' and children's | Schmaschen glacé (not over 14 inches in length).                           | <i>P. ct.</i> 50                | \$1. 75              | \$1. 00            | 24. 23    | \$2. 00                                        | 48. 54                     | \$1. 25                         | 30. 33           |
| Do.....                | Schmaschen glacé, embroidery or pique (not over 14 inches in length).      | 50                              | 1. 75                | 1. 00              | 24. 23    | \$2. 00- . 50                                  | 60. 67                     | 1. 25                           | 30. 33           |
| Do.....                | Schmaschenglacé, embroidery and pique (not over 14 inches in length).      | 50                              | \$1. 75-1. 00        | 1. 00              | 24. 23    | 2. 00-1. 00                                    | 72. 80                     | 1. 25                           | 30. 33           |
| Do.....                | Lambskin glacé (not over 14 inches in length).                             | 50                              | 2. 25                | 1. 75              | 36. 95    | 3. 00                                          | 63. 42                     | 2. 00                           | 42. 28           |
| Do.....                | Lambskin glacé, embroidery or pique (not over 14 inches in length).        | 50                              | 2. 25- . 50          | 1. 75              | 36. 95    | 3. 00- . 50                                    | 73. 99                     | 2. 00                           | 42. 28           |
| Do.....                | Lambskin glacé, embroidery and pique (not over 14 inches in length).       | 50                              | 2. 25-1. 00          | 1. 75              | 36. 95    | 3. 00-1. 00                                    | 84. 56                     | 2. 00                           | 42. 28           |
| Do.....                | Kid or other leather (not over 14 inches in length).                       | 50                              | 3. 25                | 2. 25              | 36. 70    | 4. 00                                          | 63. 49                     | 2. 75                           | 43. 66           |
| Do.....                | Kid or other leather, embroidery or pique (not over 14 inches in length).  | 50                              | 3. 25- . 50          | 2. 25              | 36. 70    | 4. 00- . 50                                    | 71. 42                     | 2. 75                           | 43. 66           |
| Do.....                | Kid or other leather, embroidery and pique (not over 14 inches in length). | 50                              | 3. 25-1. 00          | 2. 25              | 36. 70    | 4. 00-1. 00                                    | 79. 36                     | 2. 75                           | 43. 66           |
| Men's.....             | Kid, glacé, and suede (all lengths).                                       | 50                              | (a)                  | 4. 00              | -----     | 5. 00<br>5. 00- <i>b</i> . 50<br><i>c</i> . 50 | 69. 86<br>76. 81<br>83. 80 | 4. 00<br>4. 00                  | 55. 86<br>55. 86 |

*a* Fifty per cent and 50 cents for embroidery.      *b* For embroidery.      *c* For pique sewing.

If the above rates of the McKinley bill were not equivalent to 50 per cent invoice value, the article in question must pay 50 per cent, which made a large proportion of the importations pay an ad valorem duty.

The above percentage schedule is based on the average value of importations for the year previous to June 30, 1896.



**A PROTECTIVE TARIFF WOULD DEVELOP THE MANUFACTURE  
OF LADIES' GLOVES IN THIS COUNTRY.**

BOSTON, *December 11, 1896.*

COMMITTEE ON WAYS AND MEANS:

What a protective tariff has done for the manufacture of gents' gloves in this country, now making 95 per cent of all gents' gloves used, can be done for the manufacture of ladies' gloves, of which we now make but 5 per cent of all used. Gents' goods having a duty much above ladies', the discrimination barring the manufacture of ladies' goods, the sales of which are tenfold that of gents', a proportionate tariff would boom this branch of our business.

JOE MOSES.

**ADDITIONAL DUTIES ASKED.**

NEW YORK, *January 9, 1897.*

COMMITTEE ON WAYS AND MEANS:

We respectfully beg to submit for your consideration, when adjusting the glove schedule, the following:

An additional duty of \$1 per dozen on men's gloves, in order to allow American manufacturers to compete with foreign manufacturers on better grades of goods than we are now able to compete on.

An additional duty of 50 cents per dozen on ladies' schmaschen gloves, in all lengths.

An additional duty of \$1 per dozen on ladies' lambskin gloves, in all lengths.

An additional duty of \$1.50 per dozen on ladies' real kid gloves, in all lengths.

With this additional duty American manufacturers would be sufficiently protected so as to encourage them and enable them to start new manufactories or to increase their present ones so as to manufacture in this country ladies' gloves, which are now almost exclusively imported.

If the duty on leather is increased, then we respectfully petition you to increase proportionately the duty on the various qualities of gloves.

The protection asked for here would be ample, and at the same time on the lowest possible working basis to enable American manufacturers to manufacture such goods in this country as are now imported.

We beg to mention that we operate three glove factories, and are one of the largest producers of American-made gloves, as well as importers of such goods as can not be manufactured here under existing duties.

LOUIS MEYERS & SON.

**RATES RECOMMENDED BY MILLS & GIBB, OF NEW YORK CITY.**

NEW YORK, N. Y., *January 9, 1897.*

COMMITTEE ON WAYS AND MEANS:

We take the liberty of giving you our views on the expected change in the tariff on skin gloves:

(1) That the duty should remain entirely specific, as at present, it being the easiest to collect and prevents undervaluation.

(2) That no provision should be made for a 50 per cent rate, as a high ad valorem rate would encourage undervaluation.

(3) That no additional duty should be charged for embroidery on gloves or on different styles of stitching, as they are subject to the changes of fashion, and an additional duty would be very onerous and would be a disadvantage to the consumer.



If it is the pleasure of your committee to increase the tariff on skin gloves, allow us to suggest the schedule inclosed (Exhibit A). We think that you will find that this schedule takes in all classes of gloves, protects our manufacturers on the grades they can make, and puts a fair and just tariff on the low and medium grades of gloves we can not make.

On the basis of last year's importation this schedule would add 23½ per cent to the present revenue.

We deal in all grades of foreign and domestic skin gloves, therefore have no interest in any one particular line.

MILLS & GIBB.

#### EXHIBIT A.

Women's glace-finish schmaschen gloves of sheep origin:

\$1.50 per dozen pairs, measuring not over 14 inches in length.

\$2 per dozen pairs, measuring not over 17 inches in length.

\$2.50 per dozen pairs, measuring over 17 inches.

Women's glace finish, lamb or sheep:

\$2 per dozen pairs, measuring not over 14 inches in length.

\$3 per dozen pairs, measuring not over 17 inches in length.

\$4 per dozen pairs, measuring over 17 inches.

Women's glace finish, goat, kid, or other leather than of sheep origin:

\$2.75 per dozen pairs, measuring not over 14 inches in length.

\$3.50 per dozen pairs, measuring not over 17 inches in length.

\$4.50 per dozen pairs, measuring over 17 inches.

Women's gloves of sheep origin with exterior surface removed:

\$2 per dozen pairs, measuring not over 17 inches in length.

\$3.50 per dozen pairs, measuring over 17 inches.

Women's kid or goatskin or other leather than of sheep origin with exterior surface removed:

\$2.50 per dozen pairs, measuring not over 14 inches in length.

\$3.25 per dozen pairs, measuring not over 17 inches in length.

\$4.50 per dozen pairs, measuring over 17 inches.

All children's gloves, 50 cents per dozen less than on all grades of women's gloves herein mentioned.

All men's gloves, \$4.50 per dozen.

Glove trunks, with or without the usual accompanying pieces, shall pay 75 per cent of the duty provided for the gloves in the fabrication of which they are suitable.

Provided, That all gloves misrepresented as to length or quality shall pay an additional duty of \$5 per dozen.

**WANT SAME RATE OF DUTY PLACED ON LADIES' GLOVES AS IS PUT ON MEN'S GLOVES.**

JAMAICA PLAIN, MASS., *December 28, 1896.*

COMMITTEE ON WAYS AND MEANS:

We pray you to right the great wrong done the manufacturers of ladies' gloves under the Wilson tariff and to equalize the duty on both men's and women's gloves, as the cost of making and finishing is the same. The discrimination in the Wilson tariff was simply the result of compromises, and we trust that under a Republican Government it will not be repeated.

During the time the Wilson bill has been in operation we have been compelled to abandon making glacé gloves and to confine ourselves to the production of such goods as are not brought to this country by importers, such as castor gloves, the leather for which is produced here. That under such conditions business could not grow is but too natural. We do not ask anything more than what is granted to makers of men's gloves, believing that by so doing the as yet young industry of manufacturing ladies' gloves will soon assume the same proportions as that of men's gloves and give profitable work to thousands of people.

TEMPLE GLOVE MANUFACTURING COMPANY.



**THE WORD "SCHMASCHEN" A FRAUD.**NEW YORK, *January 8, 1897.***COMMITTEE ON WAYS AND MEANS:**

We claim that all gloves imported as schmaschen at the rate of \$1 per dozen are identically of the same quality as those imported as lamb at the rate of \$1.75 per dozen. The invention of the word schmaschen is a fraud to enter goods of the same nature as lamb for less duty. In order to prove the correctness of our assertion, we would say that by calling in invoices of gloves imported at different ports of the country as schmaschen and lamb, you will readily see that the ad valorem values are about alike, which proves that schmaschen and lamb are one and the same skins; and we wish to state also that it is an utter impossibility for anyone to tell where the schmaschen ends and where the lamb begins.

It is also an indisputable fact that gloves made of kid skins are not better in quality and wear than those made of lamb, and we say that a good quality of lamb is preferable to a poor quality of kid. Why, then, should there be any difference in the rate of duty?

What does it matter if a glove is made of lamb, kid, dog, deer, or rat skin? Each of these skins has an intrinsic merit, and whether the glove is glacé or suede, whether the skin is heavy or thin, the cost of the making is the same. We believe it would be only just and equitable to class all leather gloves under a specific rate of duty regardless of the nature of the skin. The following is our suggestion as to the classification of rates:

- All leather gloves under 14 inches, dressed or undressed, \$1.75 per dozen.
- All leather gloves under 17 inches, dressed or undressed, \$2.25 per dozen.
- All leather gloves above 17 inches, dressed or undressed, \$3 per dozen.

This would considerably simplify the work of appraisers and, we believe, would meet with their approval.

Duty on men's gloves should be high enough to protect home manufacturers, as in the present tariff.

J. M. CHANUT & CIE.,  
*Manufacturers and Importers of Gloves.*

**LEATHER GLOVES.**

(Paragraph 343.)

**SCHEDULE AND RATES RECOMMENDED BY FOSTER, PAUL & CO.,  
OF NEW YORK CITY.**NEW YORK, *January 7, 1897.***COMMITTEE ON WAYS AND MEANS:**

We take the liberty of submitting inclosures (Exhibit A) regarding the specific tariff for leather gloves.

We have been importers of leather gloves during the past twenty years, but are now retiring from the importation business of gloves; therefore we have no personal interest other than to give our views for the general benefit of all parties interested.

Our firm has always believed in a reasonable protection on all articles that can be produced in this country. In former years we have taken considerable interest in tariff matters by always trying to harmonize the importers and domestic manufacturers and getting the importers to



concede the manufacturers a large protection on gloves they can produce, and at the same time allow them a reasonable protection on gloves they did not produce.

This has always been a difficult task, because the importers can not agree among themselves. Rarely any one importer deals in all the lines imported; therefore he wishes his pet line to get a lower rate than the others.

On the other hand, the domestic manufacturers seem to want a large protection on all they can make and on lines they do not or can not produce with or without protection. We presume they believe protection does them no harm. Furthermore, they forget they are only in one county, and should not say what the balance of the United States should pay for gloves. They do not realize an extreme protection would deprive a lot of poor people from wearing leather gloves, injure a lot of importers' business, deprive the Government of a large revenue, and at the same time do them no good.

We believe, if your committee can see its way clear to adopt inclosed schedule, which you will see—by comparison of difference in labor—is very high; but as the increased rates are on gloves worn by the better and wealthier classes it will not be felt so much.

Furthermore, we believe this schedule will accomplish the following:

(1) It will give the domestic manufacturers a large protection on gloves they can make, and ample protection on the doubtful lines.

(2) We believe the importer will be satisfied later on with these rates.

(3) It will give the Government a large increase in revenue.

(4) It will allow the poor people to wear leather gloves without paying much advance.

FOSTER, PAUL & Co.,  
S. F. PAUL, *President.*

#### EXHIBIT A.

##### WOMEN'S AND CHILDREN'S GLOVES.

They are commercially known as schmaschen, lamb, and kid.

*Schmaschen* are made almost exclusively in Germany. Even neighboring countries with equally low rate of labor can not make them; therefore, without doubt, they could not be produced in the United States.

*European value.*—During the past ten years the average cost of the staple length overseam glove has been about 14 marks, equal to \$3.50 per dozen.

*European fabrication.*—During same period the average cost of making has been about 6 marks, equal to \$1.50 per dozen.

*Rate of duty.*—In view of the fact that these gloves are known as the poor people's gloves, and they can not be produced in this country, they should bear a low rate of duty.

*Lambskin gloves* are made in nearly all the foreign countries, and, in comparison, to a small extent in this country. They are worn by the medium and better classes.

*European value.*—During the past ten years the average cost of the staple overseam glove has been about 22 marks, equal to \$5.50 per dozen.

*European fabrication.*—During the same period the average cost for making this glove has been about 7 marks, equal to \$1.75 per dozen.

*Rate of duty.*—In view of the above facts it would seem they can be made in this country, and being used by the better classes, a reasonable rate of duty can be charged.

*Kid gloves.*—They are nearly all made in France and Belgium. Very few have ever been made in this country, even under former high rates of duty.

*European value.*—The average cost of these gloves during the past ten years for the overseam staple length has been about 35 francs, equal to \$7 per dozen.

*European fabrication.*—During same period the cost of making these gloves has been about 10 francs, equal to \$2 per dozen.

*Rate of duty.*—In view of the fact this quality is worn by the wealthier classes, a still higher rate can be imposed.

*Popular length.*—During the past ten years the staple length has been 13 inches or under.



*American fabrication.*—During same period the cost of making women's gloves has been \$2.50 to \$3.75 per dozen.

*Importations.*—The quantity annually imported of women's gloves amounts to about 1,250,000 dozens. Even if they could be made in this country, it would be absurd to believe it could be done for many years to come.

#### MEN'S GLOVES.

*Schmaschen.*—None are made in any country, because the skins are not large enough to produce men's gloves, therefore the question of cost, fabrication, and rates of duty is immaterial.

*Sheepskin.*—They are made in nearly all foreign countries, and largely in the United States. In view of the importation being small, therefore the foreign interest small, a higher rate of duty can more safely be made than for women's gloves.

*European value.*—The average value of these gloves is about 32 shillings, equal to about \$8 per dozen.

*European fabrication.*—The average cost for making is about 12 shillings, equal to \$3 per dozen.

*Goatskin* are made in foreign countries and in the United States. They can also bear a high rate of duty, as stated above.

*European value.*—Average value is about 50 francs, equal to about \$10 per dozen.

*European fabrication.*—The average cost for making is about 12 francs, equal to \$2.40 per dozen.

*Rate of duty.*—In view of above facts and that the importations are small, therefore the foreign interest small, a higher rate can be charged (than on women's gloves), because none of the foreign manufacturers' interest is large enough to justify their coming here for this line alone.

Bulk imported are made from large and heavy weight skins with Paris point backs or embroidery and sewn pique or prick seam, therefore cost more than women's gloves.

*American fabrication.*—During same period the cost of making men's gloves has been \$3 to \$4.50 per dozen.

#### DUTY AND TARIFF.

*Tariff.*—A tariff should be so framed as to allow gloves that are for the poor people and can not be produced here to come in at a low rate of duty. Those that can be produced here should bear a duty equivalent to about the difference between American and foreign labor.

*Duty.*—Specific duty without provisos is without doubt the best, most simple, and easiest to collect. Since present specific tariff has been in effect, there has been much less trouble to collect the duty than under the ad valorem system.

*Additional duty.*—Care should be used to avoid additional rates for different styles of sewing and backs on women's gloves, because these changes occur nearly every season, according to the whims of fashion. The bulk imported are the staple overseas, therefore one rate should prevail, and thereby save a lot of detail and annoyance.

*Undervaluation.*—To prevent undervaluation and misrepresentation of length and quality, an additional duty of \$3 per dozen should be enforced.

#### PROPOSED TARIFF.

Gloves of all descriptions, composed wholly or in part of leather, whether wholly or partly manufactured, shall pay duty at the rates fixed in connection with the following specified measurements, extreme length when stretched to the full extent being in each case fixed as the standard, and 1 dozen pairs as the basis, namely:

| Description.              | Quality.                                         | Length.                    | Rate of duty. |
|---------------------------|--------------------------------------------------|----------------------------|---------------|
| Women's and children's... | Schmaschen, glace and suede.                     | 14 inches and under .....  | \$1. 25       |
| Do.....                   | do .....                                         | Over 14 to 17 inches ..... | 2. 00         |
| Do.....                   | do .....                                         | Over 17 inches.....        | 3. 00         |
| Do.....                   | Lambskin, glace and suede...                     | 14 inches and under .....  | 2. 50         |
| Do.....                   | do .....                                         | Over 14 to 17 inches ..... | 3. 25         |
| Do.....                   | do .....                                         | Over 17 inches.....        | 4. 50         |
| Do.....                   | Kid or other leather, glace and suede.           | 14 inches and under .....  | 3. 00         |
| Do.....                   | do .....                                         | Over 14 to 17 inches ..... | 3. 75         |
| Do.....                   | do .....                                         | Over 17 inches.....        | 5. 00         |
| Men's.....                | Schmaschen, lamb, or sheepskin, glace and suede. | All lengths.....           | 4. 00         |
| Do.....                   | Kid or other leather, glace and suede.           | .....do.....               | 5. 00         |



In addition to the foregoing rates, there shall be paid on all leather gloves, when lined, \$1 per dozen pairs.

Glove trunks, with or without the usual accompanying pieces, shall pay 75 per cent of the duty provided for the gloves in the fabrication of which they are suitable.

Provided, that all gloves misrepresented as to length and quality shall pay an additional duty of \$3 per dozen pairs.

## MANUFACTURES OF BONE.

(Paragraph 352.)

PHILADELPHIA, *January 9, 1897.*

### COMMITTEE ON WAYS AND MEANS:

We present for your consideration this fact: Bone is exported from America to Europe at an advance of \$9 per ton at the present time. Goods are manufactured from this bone and returned here at a duty of 25 per cent, and we are undersold at from 10 to 50 per cent. You may draw your own conclusions. We are looking to you for help.

W. C. RANDOLPH.

## HORN COMBS.

(Paragraph 352.)

### MEMORIAL OF VARIOUS MANUFACTURERS, ASKING FOR A DUTY OF FORTY PER CENT.

WASHINGTON, D. C., *January 2, 1897.*

### COMMITTEE ON WAYS AND MEANS:

We, the undersigned comb and other manufacturers of horn of the United States, respectfully call the attention of your committee to the present tariff, under which horn combs and other manufactures of horn are admitted at the low duty of 25 per cent and desire to state that much larger importations of combs and other manufactures of horn have resulted on account of the foreign combs being sold in this country at about 15 per cent less than domestic combs, depressing the business, and present existing manufacturers have been obliged to contract their productions materially. Our foreign competitors have all the advantages of free raw materials and cheap labor of less than one-half the price we pay, as we are informed by the manufacturers who visit us, and from consular reports, and workmen who come directly from foreign factories and apply to us for work. The cost of their plant is much less, interest on same and on capital employed is about one-half our rate. With domestic competition under former tariffs and foreign competition under the present tariff, one-half of the comb manufacturers of the country have been obliged to abandon the business during the last ten years, and their places have not been filled by successors. Our competitors, manufacturers of combs, etc., from other materials, under the present tariff, are protected to a greater extent than are manufacturers of horn. Manufactures of india rubber, including combs, imported pay a duty of 30 per cent, ivory combs pay 35 per cent, celluloid combs pay 45 per cent, all active competitors with horn, all of which have the same relative advantages of lower labor cost and interest abroad that horn manufacturers have. We think we are entitled to the same rate of protection in the proposed new tariff as they are and ask respectfully to be put



on the same basis and allowed a duty of 40 per cent to equalize the difference in cost of foreign and domestic combs. We respectfully ask that a uniform duty of 40 per cent ad valorem be levied on combs of whatever material, manufactured under the classification of combs. And we respectfully ask a duty of 40 per cent ad valorem on all other manufactures of horn under the heading of manufactures of horn.

Wm. H. Noyes & Bro., Newburyport, Mass., present number employed, 69; formerly employed, 85; dependent, 255. The Horn and Supply Company, Leominster, present number employed, 14; former number employed, 34; dependent, 136. B. F. Blodgett & Co., Leominster, Mass., present number employed, 40; former number employed, 75; dependent, 225. Union Manufacturing Company, Leominster, present number employed, 23; former number employed, 76; dependent, 228. Tenney & Porter, Leominster, Mass., present number employed, 50; former number employed, 100 to 125; dependent, 300. Paton Manufacturing Company, Leominster, present number employed, 95; former number employed, 135; dependent, 425. E. B. Kingman & Co., Leominster, Mass., present number employed, 70; former number employed, 125; dependent, 500. Williams & Winn, Leominster, Mass., present number employed, 35; former number employed, 90; dependent, 350. Tilton & Cook, Leominster, Mass., present number employed, 40; former number employed, 74; dependent, 327. H. P. Prevear, present number employed, 20; former number employed, 40 to 50; dependent, 165. W. D. Earl & Co., present number employed, 60; former number employed, 120; dependent, 385. Damon, Howe & Co., present number employed, 37; former number employed, 65; dependent, 195. Columbia Comb Company, present number employed, 7; former number employed, 25; dependent, 85. Newton & Merri- man, Leominster, Mass., present number employed, 9; former number employed, 65; dependent, 140. E. E. Page, present number employed, 10; former number employed, 40; dependent, 120. Spill Bros., Leominster, Mass., present number employed, 6; former number employed, 12; dependent, 28. Estate of Josiah Proctor, L. S. W. Proctor, administratrix, present number employed, 15; former number employed, 48; dependent, 134. W. M. Farwell & Co., Northboro, Mass., present number employed, 30; former number employed, 48; dependent, 144. S. C. Noyes & Co., West Newbury, Mass., present number employed, 38; former number employed, 50; dependent, 150; and others.

**JACOB W. WALTON SONS, OF PHILADELPHIA, WANT A DUTY OF THIRTY-FIVE PER CENT.**

FRANKFORD, PHILADELPHIA, PA.,

*January 7, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

We beg leave to present for your consideration the following statement for an increase in the duty on horn combs, of which we are manufacturers.



Our business has suffered severely from the low duty imposed on horn combs under the present law, namely, 25 per cent ad valorem. During the past two years foreign makers have made unusual efforts to introduce more generally their productions of horn combs, and a reference to the imports of these goods will show that they have largely increased during the past two years over those of preceding years. In consequence of these largely increased importations, three factories have been obliged to cease making horn combs in the year 1896.

Those remaining in this industry have sold fewer goods, and their productions have been greatly curtailed. The foreign horn combs are sent principally from Great Britain, France, and Germany, in which countries the cost of production is very much less than in the United States.

We feel that a duty of at least 35 per cent is absolutely necessary to preserve the horn-comb industry in the United States. The foreign makers have many advantages over us in the matter of lower wages, coal, machinery, and general items of expense. Foreign freights to this country are low, and add very little to the cost of the importer. The cost of transportation from our factory to our central point of distribution is about the same as the ocean freight charge on foreign goods.

JACOB W. WALTON SONS.

### THREE FACTORIES OBLIGED TO CLOSE.

LANCASTER, PA., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We beg to present for your consideration the following statement for an increase of duty on horn combs, of which we are manufacturers. Our business has suffered severely from the low duty imposed on horn combs under the present law, namely, 25 per cent ad valorem. During the past two years foreign makers have made unusual efforts to introduce more generally their productions of horn combs, and a reference to the imports of these goods will show that they have largely increased during the past two years over those of preceding years.

In consequence of these largely increased importations three factories have been obliged to cease making horn combs in the year 1896. Those remaining in this industry have sold fewer goods and their productions have been greatly curtailed. The foreign horn combs are sent principally from Great Britain, France, and Germany, in which countries the cost of production is very much less than in the United States.

We feel that a duty of at least 35 per cent is absolutely necessary to preserve the horn-comb industry in the United States. The foreign makers have many advantages over us in the matter of lower wages, coal, machinery, and general items of expense. Foreign freights to this country are low and add very little to the cost to the importer. The cost of transportation from our factory to our central point of distribution is about the same as the ocean freight charges on the foreign goods.

DANA GRAHAM & SON.



**LEATHER-COVERED BUCKLES.**

(Paragraph 353.)

**ISIDOR KAPLANSKY, MANUFACTURER, OF CHICAGO, RECOMMENDS  
SPECIFIC RATE OF DUTY.**CHICAGO, *December 26, 1896.***COMMITTEE ON WAYS AND MEANS:**

The undersigned petitioner, a citizen of the United States and of the State of Illinois, respectfully represents that he is a resident of the city of Chicago and a manufacturer of leather-covered buckles, and that prior to the passage of the Wilson bill he was enabled to manufacture said buckles at a small profit, and could and did place said buckles on the market in competition with the foreign product, but that by the reduction made in the tariff upon said buckles in the Wilson bill the foreign manufacturers have been enabled to drive the home product out of the market, and that consequently the leather-covered buckles used in the United States are now practically manufactured abroad, and the home product excluded from the market, and your petitioner compelled to cease the manufacture thereof, to the great injury of his business and American labor.

Your petitioner further represents that if said leather-covered buckles are protected by proper tariff schedule, that American manufacturers could then compete with the foreign product, and that inasmuch as immense quantities of such buckles are used in the United States, that it would be a great benefit to American labor and be a just and proper protection.

And that a proper and just rate of tariff sufficient to protect the manufacturers of said leather-covered buckles would be as follows:

On leather-covered buckles three-eighths to 1 inch, \$1 per gross; from 1 inch to 2½ inches and up, \$2 per gross.

Wherefore your petitioner respectfully prays that your committee will favorably consider the above rates of tariff upon the said product and place the same upon the tariff schedule in the bill to be reported to the Congress of the United States at the above-mentioned rates.

ISIDOR KAPLANSKY.

**LEATHER SHOE LACES.**

(Paragraph 353.)

**THE AMERICAN PORPOISE LACE COMPANY, OF NEWARK, N. J.,  
ASKS FOR A HIGHER DUTY.**NEWARK, N. J., *January 11, 1897.***COMMITTEE ON WAYS AND MEANS:**

I beg to call your attention to a new industry which was introduced in this country—that is, the manufacture of flat-leather or so-called porpoise shoe laces. This article was formerly exclusively imported from England, and was not manufactured in this country until it was started by R. G. Salomon, of the city of Newark, in 1888, and continued by me as his successor in this line.

The tariff of 35 per cent in existence at that time was not sufficient



to protect this industry, and though we gained a foothold, it was for the reason only that on account of the monopoly held by foreign manufacturers English leather shoe laces were sold at excessive prices, so that the domestic manufacturers were enabled to compete.

The situation has since been changing yearly, as foreign manufacturers and importers have since then reduced their prices considerably, which they could easily do, having made enormous profits up to the time this industry was started in this country.

These reductions in prices of foreign goods, and the passing of the so-called Wilson bill, which reduced the tariff on this article from 35 to 30 per cent ad valorem, have crippled this industry.

The custom-house records will show you that previous to 1888, when this industry was started in this country, foreign leather shoe laces were invoiced at from 12 to 20 shillings per gross pair, whereas at the present time the average price that goods of the same grade are invoiced is between 6 and 8 shillings per gross pair, although the market for leather had in the meantime steadily advanced.

A short time after I started this industry, other parties began to manufacture of this article, so that over 300 employees, men and women, were engaged in the city of Newark alone, and many more in other cities, but they were all with very few exceptions driven out of business, and the few still existing are trying to quit as soon as they will be able to dispose of their plant.

I can not give you a better illustration of the present condition of this industry than by stating the fact that a party by the name of Joseph Wills, who started to manufacture leather shoe laces previous to 1892, at Orange street, Newark, N. J., was by foreign competition compelled to discontinue manufacturing here, and removed his plant to England, where he now manufactures leather shoe laces, which he sends to the American market.

Mr. Paton, an English manufacturer, started a few years ago the manufacture of cotton and leather shoe laces in Grafton, Mass. He continues to make the cotton laces, whereon he is protected by a duty of 45 per cent, but discontinued to make leather shoe laces, on account of the low duty of 30 per cent. He has removed his plant for leather shoe laces to England again, where he manufactures for the American market.

I could mention a great many parties who were driven out of this line in Newark and different parts of the country. W. P. Bulmer & Son, of 162 Ocean Avenue, Jersey City, were English lace makers by trade; they started a few years ago, and had to discontinue last year.

Besides the fact that we are paying three times the average wages paid by the English manufacturers in this line, they have the additional advantage of making the leather shoe laces from so-called "India tanned kips," which are much cheaper in England than in this country, besides which we have the additional disadvantage of being compelled to pay an import duty of 20 per cent on such skins. For these reasons you can readily see that an ad valorem duty of 30 per cent gives us no protection whatever.

As a further injustice done to the domestic manufacturers of this line, we beg to state the fact that cotton shoe laces have under Schedule I, paragraph 263 (manufactures of cotton), a protective duty of 45 per cent. Leather shoe laces, which on account of being more expensive are more or less an article of luxury are under Schedule N, paragraph 353 (manufactures of leather), rated at 30 per cent only.

I beg to submit an appendix consisting of a detailed statement and accounts taken from our books without omitting a single item, including



material, expenses, etc., sworn to before a notary public, whereby you can see that the average cost of manufacturing first and second grade of flat leather shoe laces in this country is \$1.65½ per single gross of 144 laces.

I further submit original invoices from several leading manufacturers which will show you that the price for which English leather shoe laces were sold up to the beginning of the year 1896 was \$1.03 per single gross of 144 laces, but beg to modify these invoices so far as prices of English leather shoe laces were reduced again since then, and the custom-house invoices will prove my statement that the average price for which leather shoe laces of similar grades are invoiced of late is not more than 7 shillings and 6 pence per double gross of 288 laces, which is equal to about 90 cents per single gross of 144 laces.

You will thereby see that the cost of production of similar grades of leather shoe laces is fully 75 cents more per gross in this country than they are imported from England.

I would therefore respectfully suggest the following:

(1) The ad valorem system of tariff leaves the door open for extensive undervaluations; the duties should therefore be changed to specific. This is done in all parts of Europe, where all import duties on leather shoe laces are levied by actual weight.

(2) The average weight of leather shoe laces with spiral or other metal tags is about 16 to 20 ounces per single gross of 144 laces, and a little more for common goods.

Taking in consideration that it costs 75 cents more to produce them in this country than the price they are imported for from foreign countries, and furthermore in consideration of the fact that we have to pay an import duty of 20 per cent on the material principally used in the production of such leather laces, and taking further into consideration the fact that the average wages paid in this country are more than twice as high for male help and three times as high for female help, which we employ to a great extent, I would respectfully suggest the following tariff rates:

Leather shoe laces, with spiral or other metal tags, 60 cents per pound.

Leather shoe laces, without spiral or other metal tags, 70 cents per pound.

Leather shoe laces knotted in pairs, or put up in any other fancy or ornamental way, 75 cents per pound.

Leather cut into strips partly manufactured, for the purpose of making them into shoe laces, 70 cents per pound.

This later duty is suggested to prevent the fraudulent importation under another schedule of leather shoe laces partly manufactured, for the purpose of evading the duties on finished laces.

(3) We would respectfully suggest that this new industry—that is, leather shoe laces—should be specially enumerated in the new tariff bill. We are the more entitled to this, as cotton shoe laces are specially mentioned and enumerated.

Our market is being flooded with leather shoe laces made in Germany and England, against which we can not possibly compete.

To the best of our knowledge and belief, over 400,000 gross of flat and round leather shoe laces are consumed in this country annully, and with sufficient protection, as indicated above, which would only be enough to set us on an equal footing with our foreign competitors, domestic manufacturers would give employment to many thousands of hands.

I would therefore most respectfully solicit your aid in behalf of this new and struggling industry.

PHILIP GOLDSTEIN.

*Proprietor of the American Porpoise Lace Company.*



## APPENDIX

*Abstract taken from the books of the American Porpoise Lace Company, showing exact cost of manufacturing leather shoe laces from January 1, 1895, to December 31, 1895.*

|                                                                                                                  |             |
|------------------------------------------------------------------------------------------------------------------|-------------|
| Paid for leather and material used.....                                                                          | \$41,472.92 |
| Paid for labor .....                                                                                             | 21,534.30   |
| General expenses, office, salaries, traveling expenses, commissions on sales, insurance, and other expenses..... | 13,292.98   |
| Total expenditures.....                                                                                          | 76,300.20   |
| Produced during this period, 46,197 gross; average cost per gross, \$1.65 $\frac{1}{2}$ .                        |             |
| Average price for which similar goods can be imported .....                                                      | \$0.90      |
| Add duty under present tariff, 30 per cent.....                                                                  | .27         |
| Cost of imported goods, duty paid.....                                                                           | 1.17        |

Mr. Philip Goldstein, proprietor of the American Porpoise Lace Company, who is personally known to me, appeared before me, a notary public of the State of New Jersey, and stated under his oath that the above represents a correct abstract of his books, and signed same in my presence.

[SEAL.]

ERNEST HIRRSCHOFF,  
Notary Public.

Newark, N. J. December 26, 1896.

*Abstract taken from the books of the American Porpoise Lace Company, showing exact cost of manufacturing leather shoe laces.*

Laces made in 1895, 46,197 gross.

|                                                                |             |
|----------------------------------------------------------------|-------------|
| Paid for leather and material used .....                       | \$41,472.92 |
| Paid for labor .....                                           | 21,534.30   |
| General expenses .....                                         | 13,292.98   |
| Total expenditure.....                                         | 76,300.20   |
| Average cost for all grades, per gross, \$1.65 $\frac{1}{2}$ . |             |

The following list shows the cost of all grades of leather shoe laces bought by my agent of six reputable firms in England:

|                    | Price per double gross. | Equivalent in United States currency. | Price per single gross. | 30 per cent duty. | Tagging and wire. | Expense. | Total. | Cost of all grades. |                                           |        |
|--------------------|-------------------------|---------------------------------------|-------------------------|-------------------|-------------------|----------|--------|---------------------|-------------------------------------------|--------|
|                    |                         |                                       |                         |                   |                   |          |        | Per cent.           | Amount.                                   | Net.   |
| C. W. Ingle & Co.: | s. d.                   |                                       |                         |                   |                   |          |        |                     |                                           |        |
| No. 1.....         | 7 9                     | \$1.89                                | \$0.95                  | \$0.29            | \$0.12            | \$0.03   | \$1.39 | 5                   | { \$1.34<br>.06                           | \$1.28 |
| No. 2.....         | 7 3                     | 1.77                                  | .88                     | .26               | .12               | .03      | 1.29   |                     |                                           |        |
| T. Wills:          |                         |                                       |                         |                   |                   |          |        |                     |                                           |        |
| No. 1.....         | 7 9                     | 1.89                                  | .95                     | .29               | .12               | .03      | 1.39   | 5                   | { 1.32<br>.06                             | 1.26   |
| No. 2.....         | 7 0                     | 1.70                                  | .85                     | .25               | .12               | .03      | 1.25   |                     |                                           |        |
| Jas. Dunn & Co.:   |                         |                                       |                         |                   |                   |          |        |                     |                                           |        |
| No. 1.....         | 5 3                     | 1.23                                  | .64                     | .19               | .12               | .03      | .98    | 2 $\frac{1}{2}$     | { 1.24<br>.03                             | 1.21   |
| No. 2.....         | 6 6                     | 1.59                                  | .80                     | .24               | .12               | .03      | 1.19   |                     |                                           |        |
| No. 3.....         | 7 2                     | 1.74                                  | .87                     | .26               | .12               | .03      | 1.28   |                     |                                           |        |
| No. 4.....         | 8 7                     | 2.10                                  | 1.05                    | .32               | .12               | .03      | 1.52   |                     |                                           |        |
| Shaw Bros.:        |                         |                                       |                         |                   |                   |          |        |                     |                                           |        |
| No. 1.....         | 8 6                     | 2.08                                  | 1.04                    | .31               | .12               | .03      | 1.50   | .....               | 1.34                                      | 1.34   |
| No. 2.....         | 6 6                     | 1.59                                  | .80                     | .24               | .12               | .03      | 1.19   |                     |                                           |        |
| William Paton:     |                         |                                       |                         |                   |                   |          |        |                     |                                           |        |
| No. 1.....         | 10 0                    | 2.44                                  | 1.22                    | .36               | .....             | .03      | 1.61   | 2 $\frac{1}{2}$     | { 1.45 $\frac{1}{2}$<br>.03 $\frac{1}{2}$ | 1.42   |
| No. 2.....         | 8 0                     | 1.96                                  | .98                     | .29               | .....             | .03      | 1.30   |                     |                                           |        |
| E. Balmforth:      |                         |                                       |                         |                   |                   |          |        |                     |                                           |        |
| No. 1.....         | 9 6                     | 2.32                                  | 1.16                    | .35               | .....             | .03      | 1.54   | 5                   | { 1.54<br>.08                             | 1.46   |

|                                               |        |
|-----------------------------------------------|--------|
| Average cost of all grades, without duty..... | \$1.03 |
| Average cost of all grades, duty paid.....    | 1.33   |



LEEDS, January 7, 1896.

*Mr. P. Goldstein, bought of Chas. Wm. Ingle & Co., Meanwood road.*

|                                              | £  | s. | d. |
|----------------------------------------------|----|----|----|
| 100 gross 36-inch imitation, No. 1, 7/9..... | 38 | 15 | 0  |
| 50 gross 36-inch imitation, No. 2, 7/3 ..... | 18 | 2  | 6  |
|                                              | 56 | 17 | 6  |
| Discount .....                               | 2  | 16 | 9  |
|                                              | 54 | 0  | 9  |
| Consular fee.....                            |    | 13 | 6  |
| Case.....                                    |    | 3  | 0  |
|                                              | 54 | 17 | 3  |

LONDON, November 28, 1895.

*Mr. Ph. Goldstein bought of Thos. Wills, 243 Camberwell road.*

|                                                   | £  | s. | d. |
|---------------------------------------------------|----|----|----|
| 29½ gross 36-inch porpoise laces, best, 7/9.....  | 11 | 8  | 7  |
| 51 gross 36-inch porpoise laces, second, 7/.....  | 17 | 17 | 0  |
| 2½ gross 40-inch porpoise laces, second, 8/6..... | 1  | 1  | 3  |
|                                                   | 30 | 6  | 10 |
|                                                   | 1  | 10 | 4  |
|                                                   | 28 | 16 | 6  |

LONDON, October 9, 1895.

*Mr. W. Wills bought of Jas. Dunn & Co., 20 Finsbury street.*

|                                          | £ | s. | d. |
|------------------------------------------|---|----|----|
| 1 gross laces untagged, No. 1 .....      |   | 5  | 3  |
| 1 gross laces untagged, No. 2 .....      |   | 6  | 6  |
| 1 gross laces untagged, No. 3 .....      |   | 7  | 2  |
| 1 gross laces untagged, No. 4 .....      |   | 8  | 7  |
|                                          | 1 | 7  | 6  |
| Two and one-half per cent discount ..... |   |    | 8  |
|                                          | 1 | 6  | 10 |

LEICESTER, October 12, 1895.

*Mr. T. Wills bought of Shaw Bros.*

|                                                                | s. | p. |
|----------------------------------------------------------------|----|----|
| One-half gross 36-inch imt. porpoise, no tags, No. 1, 8/6..... | 4  | 3  |
| One-half gross 36-inch imt. porpoise, no tags, No. 2, 6/6..... | 3  | 3  |
|                                                                | 7  | 6  |

JOHNSTONE, October 9, 1895.

*Mr. Thos. Wills bought of William Paton.*

|                                                     | s. | d. |
|-----------------------------------------------------|----|----|
| 1 gross 36-inch imt. porpoise lace, best, 10/ ..... | 10 | 0  |
| 1 gross 36-inch imt. porpoise lace, second, 8/..... | 8  | 0  |
|                                                     | 18 | 0  |
| Two and one-half per cent discount.....             |    | 5  |
|                                                     | 17 | 7  |

LEEDS, October 9, 1895.

*Mr. Wills, London, bought of E. B. Balmforth, 4 Meanwood Road.*

|                                         | s. | d. |
|-----------------------------------------|----|----|
| 1 gross 36-inch im. porpoise, 9/6 ..... | 9  | 6  |
| Five per cent discount .....            |    | 6  |
|                                         | 9  | 0  |



## A PROHIBITIVE DUTY NOT WANTED.

NEWARK, N. J., *January 11, 1897.*

DEAR SIR: Leather shoe laces are manufactured in this country, as well as imported. The duty now placed on these goods under the present law is 30 per cent. We desire to draw your attention to this fact, that the duty on leather shoe laces wholly finished in Europe ought to be higher in order to give the domestic manufacturer a fairer chance to compete and pay proper wages for labor, but there should be a distinction drawn between leather shoe laces entirely finished in Europe and those that are but partly finished.

The labor required for shoe laces consists principally of cutting, tagging, and finishing them. A lace coming from Europe without spiral tags requires American labor for tagging and finishing, and American wire for tagging purposes. If the duty is raised on leather shoe laces, whether entirely finished in Europe or not, and that rate of duty is the same for finished and unfinished goods, it would undoubtedly throw our hands out of employment, which we now use for tagging and finishing purposes. Besides this, it would lessen the consumption of American wire, lessen the number of packers and salesmen used to sell the goods. If a leather shoe lace costs in Europe, we will say, \$1.05 per gross, entirely finished, the American lace entirely finished here to compete with that quality can not profitably be sold for less than about \$1.45 per gross.

If, therefore, the duty on entirely finished and tagged leather shoe laces should be fixed at 40 per cent instead of as now at 30 per cent, it would amply protect American industry and labor.

We assume that it is not the policy of your committee to make the duty so high that so many people would be encouraged to start into the same line of business, thereby increasing the production far beyond the demand, and then through competition run the business to the ground. We suppose, therefore, that the duty should be just enough to protect American industry against foreign competition, and keep the business here in a healthy state, which a 40 per cent duty on entirely finished goods would amply accomplish.

On goods imported without wire tags, the duty should not be raised from the present rate, for the reason that the cost of tagging and finishing the goods here is as much more as the difference in the duty between goods entirely finished in Europe and goods on which American labor and material are partly to be bestowed.

The leather shoe lace above referred to, costing in Europe, entirely finished, say \$1.05 per gross, would cost in Europe, without wire tags, 95 cents per gross; adding to that a duty of 30 per cent and expense for carrying the same here, would cost to lay here about \$1.25 per gross. To pay proper wages for hands for tagging them, rent for factory, wear and tear on machinery, and the cost of wire, would not be less than 20 cents per gross, so that the lace imported, without wire tags, would cost at the present rate of duty, adding, as above stated, cost of American labor and material furnished thereon and finishing the same, as much as the lace that would be imported entirely finished in Europe at a 40 per cent duty.

It is therefore very important that the duty on leather shoe laces entirely finished in Europe should be, say, 40 per cent, and the duty on leather shoe laces, without spiral tags, be fixed at not over 30 per cent.

MAYBAUM &amp; STEIN.



## MANUFACTURES OF GUTTA-PERCHA.

(Paragraph 353.)

ROBERT SOLTAU & CO., OF NEW YORK CITY, WANT A SPECIFIC  
DUTY OF THIRTY CENTS PER POUND.NEW YORK, *December 24, 1896.*

## COMMITTEE ON WAYS AND MEANS:

We beg to address you in regard to the revision of the tariff bill. The goods referred to herein are classed under Schedule N, miscellaneous manufactures, paragraph 353, in the Wilson bill, as manufactures of gutta-percha.

We started to manufacture these goods in America in October, 1890, on a paid-up capital of \$200,000, of which \$175,000 was invested in plant and material, and \$25,000 cash for current expenses. During the first year of the factory's operation (1891) the selling price of this article was at an average of \$1.15 per pound; in 1892, \$1.10; in 1893, 77 cents; in 1894, 90 cents, and in 1896, 65 cents per pound, with still lower prices threatened by the agents of foreign manufacturers.

Since we opened our factory we have found that the cost of manufacturing these goods in Europe is so much less than it is here that the agents of foreign concerns are enabled to deliver their goods in New York and throughout the United States at such a low figure as to practically force us to sell at such prices as to leave us no margin on our investment. Our plant is the only one of its kind in the United States.

The selling price here of this article has steadily declined since we opened our factory from \$1.30 to 65 cents per pound, owing to the foreign manufacturers cheapening the quality and their small cost of production. Our cost per pound of the finished article is—

|                                                                                                                                 |        |
|---------------------------------------------------------------------------------------------------------------------------------|--------|
| Cost of materials .....                                                                                                         | \$0.35 |
| Wages at factory, and clerks .....                                                                                              | .32    |
| General expenses, such as rents, coal, insurance, freights, commissions to agents,<br>etc., not recognizing bad debts, etc..... | .10    |
| Cost, per pound.....                                                                                                            | .77    |

More than 75 per cent of our output is sold at 65 cents per pound for goods costing 77 cents per pound. The balance, 25 per cent, is of superior quality, for special purposes, and on which we receive a fair return, but not sufficient to make a remunerative return on the entire output from our plant.

The cost of crude gutta-percha to us is the same as to manufacturers in Germany, England, and elsewhere, with some additional expense incurred by us for transportation from Europe, where all our raw material is purchased, wages being the principal item in comparison to estimate relative cost. Germany is our chief competitor, and the same class of labor receives in Germany 3 to 4 marks, or 72 to 96 cents, per day, and in our factory \$1.50 to \$2 per day.

Importations amount to about 75,000 to 100,000 pounds per annum, nearly or quite nine-tenths of which go to one specific trade for one purpose and sold to-day at 65 cents per pound by the agents of foreign manufacturers.

During 1891 and 1892 the average selling price here was \$1.15 per pound. We can safely assume on this basis that the selling price in



Europe was, during that time, about 70 cents per pound (the duty under the McKinley bill being then 35 per cent ad valorem) and the revenue to the Government was about 24 cents per pound. Taking to-day's selling price here of 65 cents per pound and assuming on this price the selling price in Europe to be about 45 cents per pound, the revenue under the Wilson bill at 30 per cent ad valorem is about 13 cents per pound, with no possibility of its being any higher under existing conditions.

The decrease in the duty has not caused an increase in importations, but only had the effect of compelling us to sell at a price much below our cost to manufacture. An increase in the duty rate would not curtail importations.

A specific duty of 30 cents per pound would in a great measure prevent any discrimination between agents and importers here who are favored by the foreign manufacturers in the selling price.

A specific duty of 30 cents per pound under a paragraph in the proposed bill reading—

Manufactures of gutta-percha known as either gutta-percha tissue or rubber tissue, 30 cents per pound; other manufactures of gutta-percha or of which gutta-percha is the component material of chief value, not specially provided for in this act, 35 per cent ad valorem—

would enable us to compete with the foreign manufacturers, while at the same time it would not cause any decrease in the importations nor fluctuations in the revenue to the Government.

ROBERT SOLTAU & Co.

## GOLF BALLS.

(Paragraph 353.)

### THE DAVIDSON RUBBER COMPANY, OF BOSTON, ASKS FOR PROTECTION FOR ITS PRODUCT.

BOSTON, MASS., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We, the Davidson Rubber Company, of Boston, Mass., respectfully request that there be inserted in the tariff bill, to be reported by your committee, a provision or clause imposing a duty of 50 per cent on golf balls and purified or cleansed gutta-percha. We do not, of course, have reference to gutta-percha in a crude state. Our reasons for asking this are as follows:

The game of golf has within a few years gained a wide popularity in the United States, and has raised a large demand for the necessary appliances to play it. One of the essential articles are balls made of gutta-percha. The market at present is practically monopolized by the English manufacturers, who have had for years a home market for their products, and have thereby arrived at a high state of perfection in the manufacture of the articles mentioned. They have been encouraged by the demand in England for a good ball to play the game with to conduct numerous chemical and other experiments with the view to produce a ball that shall be as near perfect as possible. They have in part succeeded in their object, but there are still some qualities that might be improved upon. Practically there are no domestic manufacturers who have as yet put a ball on the market that is equal to the foreign product. It is a new industry in the United States, but to our knowledge



there are some firms here who are preparing to do so. The principal hindrance has been the low price at which the balls are now sold.

When the balls were first placed on the American market, the retail price was \$4 per dozen, a price which would allow a fair profit to the manufacturer and dealer, but competition between retailers and the makers of the different brands of balls has now reduced the price to \$3.50 per dozen, and even lower to large purchasers, which does not offer much if any inducement for the American manufacturer to put his money and energy into starting a plant for the manufacture of the balls.

We have been credibly informed that the balls cost the retailer, landed in the United States with duty paid, \$3.10 per dozen. Now, if he sells them at \$3.50 per dozen or lower, it can be easily seen that the margin of profit is very small for him, only about 13 per cent, which is hardly what is to be expected in retail business.

Turning to the manufacturer, what is the position? The crude gutta-percha of which the variety known as "prime red," which is the best grade obtainable, and which is the only kind that can be used to make a ball that is satisfactory, costs in the vicinity of \$1.25 per pound. This price is liable to a great rise at times, even reaching \$1.50 per pound. This is occasioned by the comparative scarcity of the grade of gutta-percha, with the result that whenever a contract is made for the construction of an important submarine cable in which this grade of gum is an essential factor, the price immediately rises. Then contingencies have to be looked forward to so that \$1.25 is only a fair estimate of the average price of the raw material. This gum loses about 20 per cent in washing—impurities consisting of bark, twigs, and other dirt which have become incorporated in it in its gathering. The product after washing is then fairly free from the coarser forms of dirt, but there still remain some fine dust and a large amount of chemical impurities which are a part of the gutta-percha, but which in order to insure the greatest resiliency, which is one of the important and necessary qualities in the final product, must be removed. This we have invented a process of doing by chemical means, by which the gutta-percha loses another 20 per cent of its original weight, making 40 per cent in all. Taking, therefore, the original cost of a pound of gutta-percha in a crude state at \$1.25, by taking away 40 per cent shrinkage we have three-fifths of a pound costing \$1.25, not taking into consideration the labor involved in the processes. This would make 1 pound of the purified product cost \$2.10. Now 1 dozen balls weigh about 20 ounces or  $1\frac{1}{4}$  pounds, which would make the material for 1 dozen balls cost \$2.62. The process of making the manufactured article is now ready to be begun. It includes molding the material into a rough model of a ball, taking it out of this rough mold and letting it set or harden, putting it into a hot-water bath to soften the outside for the final molding, putting it into a mold and pressing it, taking it out, cutting off the fin where the excess material is squeezed out of the mold, painting at least three coats, wrapping in tissue paper each ball, and boxing, cost of the box. To this must be added the original expense of washing the crude gum and extracting the chemical impurities, which can only be done by expensive machinery; also the interest on the plant and wear and tear on machinery have to be figured in as well as some profit to the manufacturer. It can easily be seen, therefore, that taking the cost of the raw material at \$2.62 for a dozen balls, it is impossible to make such a price to the dealer that he can retail the balls at \$3.50 and pay a price to the manufacturer that will enable him to see any profit whatever.



The English manufacturer has a much lower price to pay for the labor he employs, which is an important factor in the manufacture of the balls. He has been enabled by the steady demand for a number of years for a good article to experiment with secret processes for the cheap production of the balls. He also views the American market as a good outlet for any surplus production that the demand at home does not take, and is therefore willing to take a less price for goods for export than he would if they were intended for the home market.

On the other hand, it is a new industry for the United States manufacturers. If a little more protection were given them they would be encouraged to erect plants for the manufacture of these goods; and not only that, but would be induced to go into other branches of the gutta-percha industry (which must not be confounded with the india-rubber manufacture, which is an entirely different thing, and which uses a different product), which are now almost wholly controlled by English and continental manufacturers.

We are ready to go into this manufacture now, and have spent large sums of money to perfect certain processes which we have discovered, and to erect buildings and put in machinery. We were induced by the price at which the goods were selling when we started to enter the field—i. e., \$4 per dozen for golf balls—to do all this, but since then the price has fallen to \$3.50, which does not enable us to see any profit to speak of for our product, although we might sell direct to the user and make a profit thus at the expense of the dealer. We do not think we should be obliged to do this, as it would only bring another load on the retailer by adding a competitor whose goods he could not handle, while he still had to draw his supplies from abroad.

Our product is superior to the foreign article, and we would beg leave to inclose an entirely unsolicited letter from John Dunn, one of the leading English professionals (Exhibit A). The ball he refers to was sent to his uncle, and we did not know he had tried it till we got the said letter. We know of several other American manufacturers, including the B. F. Goodrich Company, of Akron, Ohio, who are experimenting with a view to entering this field, and the small margin of profit is the only thing that prevents others from venturing. If we could only have the protection asked for until the American products have a chance to establish their reputation, we feel sure that the users of the articles named would prefer the domestic to the foreign product. Domestic competition would prevent any advantage being taken of such protection to raise the price of the goods unwarrantably. In fact, the duty proposed would just about put the price at \$4 per dozen, where it was before, and at which the American manufacturer would feel encouraged to enter the field. The purchasers of golf balls are wholly of the well-to-do class, who would not feel the slightly increased price of the balls. The game is of such a nature that it requires a certain amount of leisure time to play it which not every one could afford. On one hand, you raise the price of a luxury only slightly to those who would not feel the difference, and by so doing give employment to those who need every dollar they can make, and also open a new branch of industry to the manufacture, which may eventually broaden out into many other lines than simply the manufacture of golf balls.

There is to-day only one manufacturer of gutta-percha articles exclusively in the United States, and he a comparatively small one. There are several rubber concerns, who make a few special articles. In comparison with this look at the enormous interests in Great Britain, including the Silvertown Works, The Henley Company, the great cable firm



of Siemens, and many others. The field is a great one, and with an increased protection to give United States manufacturers the incentive to invest their money in it could undoubtedly be at least partially diverted to this country.

The duty is also requested to include the purified product, so as to prevent the English or Continental manufacturer from sending over the material, made by cheap labor, finished all but its final molding, and have that done here, thus defeating the whole object of the first clause referring to the manufactured article. The final molding is not expensive in itself, as one man can mold about 175 balls an hour.

In conclusion, we would say that our firm is a responsible one, with a record of over forty years' experience in the rubber business. This is the first time that we have ever asked for any protection from the Government. Our figures as given in this paper may be relied upon as being bona fide and correct, as we hold our personal and commercial honor too high to try to obtain any concessions from Congress or your committee by misrepresentations of facts or figures.

DAVIDSON RUBBER COMPANY,  
Per W. N. LOCKWOOD, *Treasurer*.

#### EXHIBIT A.

ARDSLEY CASINO, *Dobbs' Ferry, N. Y.*

DEAR SIR: I have been trying the rough sample ball you sent to Willie Dunn. I consider the gutta as good as, if not slightly better than, anything else. The flight of the ball is excellent. It withstands rough usage from iron clubs admirably, and when you have got the mold and the paint right, I feel sure there will be a great demand for your ball. I am going back to England soon, and it will give me great pleasure to announce to golfers over there that at last the Americans have got a ball that is as good as can be got.

Yours, truly,

JOHN D. DUNN (of Bournemouth).

### INDURATED FIBER WARE.

(Paragraph 353.)

#### SPECIFIC DUTIES SUGGESTED FOR VARIOUS ARTICLES.

LOCKPORT, N. Y., *January 2, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

There is a large duty on most of the materials (linseed oil, wood pulp, and brass trimmings) used in the manufacture of our goods, making the cost of these materials fully 25 per cent more than the cost of similar materials abroad. Thus in making up the cost of our goods the items appear as follows: Materials, 41 per cent; labor, 36 per cent; incidentals, 23 per cent.

With a saving of 25 per cent on materials and of, at the least calculation, 50 per cent on labor the foreigner is able to produce these goods at a cost of 72 per cent of our actual cost here, and in order to protect us against the excessive cost of materials and our labor in its present compensation the duty on indurated fiber ware should be placed at 35 per cent ad valorem.

While we do not wish to ask an increase in the percentage of duty imposed by the McKinley bill at 35 per cent and which was reduced in the Wilson bill to 30 per cent, in order that this protection may be fully



secured to us, we want a specific duty placed on certain articles to avoid invoicing these articles at a cost below their actual cost. Thus our pails cost us \$1.85 per dozen at our factory to produce, and the foreign pail under the figures above \$1.34. We ask that a specific duty of 50 cents per dozen be imposed on pails; on tubs 18 inches in diameter and over, \$2 per dozen; on tubs less than 18 inches in diameter, \$1 per dozen; on spittoons or cuspidores, 60 cents per dozen; and on wash basins, 25 cents per dozen.

Our ware has been manufactured for a period of twelve years, and we have reduced the selling price of the same until now we furnish excellent ware at a price that competes with wooden ware of good quality. The ware that is imported into this country from Germany is made by our processes, the secrets of which were stolen from us by a workman, and by following the descriptions in the American patents, copies of which were secured by the German manufacturers. Competition from Japan is what we fear most. Labor there, we are told, is about one-tenth per day of what we pay, and labor enters into the cost of our ware to such an extent that our case would be hopeless if compelled to compete with Japan. We submit this to you, and will furnish you any further information in our power.

UNITED INDURATED FIBER COMPANY,  
JESSE PETERSON, *President*.

## VULCANIZED FIBER.

(Paragraph 353.)

### A REQUEST THAT IT BE SPECIALLY ENUMERATED.

NEW YORK, *January 6, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I have carefully examined a copy of the tariff bill and find that "vulcanized fiber" and similar products are not specifically mentioned at all, and the only place where a possible duty could be discovered is under "miscellaneous manufactures," in paragraph 353; but the language is so vague that unless the customs officers were thoroughly informed about the article they might not discover it. The duty provided in this paragraph is "30 per cent ad valorem," which is not sufficient even if the duty was really collected, which it seldom is. As it is the experience of all Americans who are familiar with European methods that undervaluation of goods shipped to this country is a general rule; the extent of the undervaluation being only limited by the supposed knowledge of the American customs appraisers of the real value of the goods. It is my belief, and that of others who ought to know, that in the case of merchandise the value of which is not generally known, that under the present system of strictly ad valorem duties the Government does not receive over one-third of the duties intended to be collected.

This is not what was intended, and should be changed not only to protect American manufacturers, but also to provide revenue for the Government.

Vulcanized fiber is a strictly American product, and is composed of paper or paper pulp (generally made from old cotton rags) which is treated by a strong solution of metallic chlorides until it is wholly or partially dissolved, and then compressed into sheets, tubes, and other forms, the chemicals extracted, the material dried, pressed, and finished.



In this form it enters into all branches of mechanical arts, very largely into electrical uses, as it is an excellent insulator.

The writer founded this business over twenty-three years ago, and with much labor introduced it all over the world, doing a fairly remunerative business. After the expiration of our process patents in 1888 many other parties started in to manufacture similar goods under various names (to avoid our "trade-mark"), such as "fiberoid," "lamienar fiber," "kartavert," "leatheroid," "American hard fiber," "Delaware hard fiber," etc., and the competition among the various manufacturers has become so keen that there is no longer a fair profit in the business, and this company is the only one that is able to pay any regular dividends to stockholders, and those only very moderately. Recently some parties in Germany have started to manufacture a similar article, and are offering it here and in Chicago at prices less than the cost to American manufacturers. This certainly is not right and is a case of undervaluation, or else that they pay no duties at all. I would, therefore, suggest the insertion in the new tariff bill of a clause specifically bearing upon this class of manufactures something like the following, viz:

Vulcanized fiber and similar products, such as leatheroid, fiberoid, kartavert, and parchmented papers, consisting of vegetable fibers of all sorts which have been chemically treated by the various metallic chlorides and sulphates, or sulphuric acid, or cupro-ammonia, a specific duty of 10 cents per pound, and 30 per cent ad valorem.

As the present American manufacturers have the capacity to supply double the existing demands for the whole world, and are to-day not making any fairly satisfactory profits, they certainly ought to be protected against fraudulent competition in their own country by foreign manufacturers. The German fiber is so poor in quality, that they have been unable to sell any quantity of it here, but their fearfully low quotations are ruinous to the interests of American manufacturers. I therefore request that you will bring this matter before your committee. I may say here that I certainly do not believe in the Wilson law, which neither protects our own manufacturers nor provides sufficient revenue. It needs revision, in a wise and conservative spirit, granting reasonable protection to such manufacturers as actually need it (notably the manufacturers of silk and woolen textile goods), and yet so framed as to furnish adequate revenue for the support of the Government, and insure the actual collection of the duties imposed, which can only be done by a restoration of specific duties (in addition to ad valorem) wherever practicable.

WILLIAM COURTENAY.

## SADDLERY AND HARNESS.

(Paragraph 353.)

### NEW YORK MANUFACTURERS ASK FOR A SPECIAL ENUMERATION AND A DUTY OF SIXTY PER CENT.

NEW YORK, N. Y., *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We, on behalf of the wholesale and retail harness and saddle makers of New York and vicinity, request that the caption "harness and saddlery, including harness either in sets or in parts, finished or unfinished, new



or partly worn," be inserted in Schedule N under the head of "leather and manufactures of," and that the rate of duty thereon be fixed at 60 per cent ad valorem.

In no previous tariff legislation has the caption which we request to be inserted in Schedule N been used, nor has any other wording been used which will enable us now to tell the committee, basing our statements on the information contained in the reports of the Treasury Department, how great has been the importation of foreign-made saddlery and harness. All saddlery and harness that has been imported has been included under the heading "all other manufactures of leather." But, as practical business men and importers, we know that the bulk of the goods brought in under the heading "all other manufactures of leather" was saddlery and harness, and the reports of the Bureau of Statistics show a steady increase of importations under this head for the last twenty years from about \$10,000 in 1876 to over \$500,000 in 1896. According to the census of 1890, there were engaged in the manufacture of saddlery and harness in the United States 8,033 establishments, having a capital of \$38,722,976 invested in their plants and employing 33,505 hands at an annual compensation of \$17,578,140. These facts, we think, justify us in our request for a separate heading in the tariff law for the goods which we manufacture, and which are largely imported to compete with the product of American factories. The reason why we ask that harness and saddlery "partly worn" be specifically described in the tariff law is that abuses have grown up under existing law which allow an evasion of the payment of all duty. Importers have a set of harness or a saddle placed on a horse and used once, leave the dust and dirt as the result of that using on it, and under existing regulations it is admitted free as second-hand harness. The importer then cleans it up and sells it for a new harness, which, as a matter of fact, it really is.

Ours is a distinct business, and the number of people who are engaged in importing our goods has increased very much within the last few years, and we hope that the Committee on Ways and Means will agree with us as to its importance and will insert the heading or caption which we request in the revised tariff. The class of goods which are imported under the basket clause, which takes in all other manufactures of leather, is very high, and a separate heading would be useful to the Government in the arrangement of tariff rates in the division between necessities and luxuries. The class of goods that come in and compete with our product are luxuries.

We think that the request that we make for a duty of 60 per cent ad valorem on saddlery and harness is not unreasonable. The goods which we manufacture and which are imported from Europe, principally from France, England, and Brussels, and which compete with our product, are harnesses used for coaches, carriages, victorias, four-in-hands, tea carts, tandems, and other vehicles used by the rich for pleasure riding and amusement. They are all handmade, and in making them in this country we are at a much greater disadvantage in the matter of wages than is covered in the protection which we ask. The average weekly wages of a skilled workman engaged in this class of work in Europe is about \$4, whereas we pay our workmen, at the lowest average, not less than \$12 a week. In this country we employ men only, but in Europe women and children perform a large part of the labor at a very low rate of pay. These goods can not be made by machinery, so that the contest of competitors is simply one of wages. And in addition to the disadvantage of having to compete with foreign under-paid labor, we are also



made to pay a duty, and in some cases a high duty, on almost all of the materials out of which we must make our goods. The following summary will illustrate this point:

Leather, both japanned and plain, 20 per cent ad valorem.

Hardware, such as is used in trimmings, including bits, buckles, terrets, hames, chains, monograms, and crests, either in brass or silver, 35 per cent ad valorem.

Collars, an especial kind known as the Kay collar, 30 per cent ad valorem.

Saddletrees, 40 per cent ad valorem.

Thread, 35 per cent ad valorem.

Felt, 50 per cent ad valorem.

The effect of this unequal competition is having the effect of either driving American producers out of the business or of compelling them to remove their factories to England. And many of the largest producers of this class of goods have actually removed their plants to England within the last four years so as to take advantage of the cheap labor there. Within the last fifteen years ten large foreign importing houses have opened stores in New York City alone, and are fast obtaining a monopoly.

And our rate of duty, if granted, will not adversely affect the interests of the farmer, truckman, or of any man who uses a harness in a mercantile or agricultural way. Only fancy and ornamental harnesses are imported. They are all handmade. The harness which is used by the drayman, truckman, and farmer can be made in this country much cheaper and better than it can be made in Europe. It is all made by machinery and with comparatively little or no labor. As a matter of fact, we do export harnesses of this kind. Many of the people who buy imported harnesses do so from a desire to own an English or French made harness rather than from a desire to obtain a superior article. We can make just as good harness in this country as can be made anywhere, but to do so, and to continue to pay our employees a reasonable compensation, we ought to have a protection that will approximately equalize wage conditions.

And another evil from which our industry is an especial sufferer is the facility with which undervaluations can be made. The industry is comparatively a small one, and appraisers are not apt to be well enough informed so as to prevent abuses of this kind. And this is an additional reason why the duty should be placed on harness, in sets or parts, finished or unfinished. Only a practical harness maker can tell just what comprises a set of harness, and we hope that such a man will be placed in charge of the appraisement of these goods. But, of course, we understand that this is a matter of regulation and mention it here only to show that our troubles are many.

The importation of foreign-made harness has had a disastrous effect upon the industry in this country. Many establishments have been compelled to go out of business, and all of them have had to reduce their force of employees and to pay a lower rate of wages. And in conclusion we say, that we represent a home industry; we have to compete in our markets with the product of foreign cheap labor, cheaper by 300 per cent; we have to pay a duty on almost all of the materials which enter our product, and a higher duty in many cases than is paid by our competitors who import the same articles in the finished harness; we are slowly but surely being driven out of the business by this unfair competition; our product is used exclusively by the well to do, and, as the Government needs more revenue, we think that in the interest of an American industry and American labor the best ends of all will be served by the imposition of a duty of not less than 60 per cent ad valorem on all harness and saddlery.



This rate of duty will bring to the Government, on a conservative estimate, not less than \$50,000 additional revenue.

At a meeting of the executive committee of the manufacturers of fine harness and saddlery in the city of New York and vicinity held at the Cosmopolitan Hotel January 9, 1897, the foregoing statement was unanimously indorsed and approved by them and a committee of three appointed to proceed to Washington and to lay our grievances before the Ways and Means Committee.

FRANK T. BURKE, *Chairman.*

C. M. MOSEMAN, *Treasurer.*

EDWARD BACH, *Secretary.*

The above memorial is signed by the following: I. I. Stillings, 1560 Broadway; Tompkins & Mandeville, Newark, N. J.; C. M. Moseman & Bro., 128 Chambers street, New York; Jordan Bros., 652 Fulton street, Brooklyn, N. Y.; John Moore & Co., 57 and 59 Warren street, New York; James Calhoun, 628 Park avenue, New York; W. T. Fitzsimmons, 921 Sixth avenue, New York City; H. Aschenbach, 71 Warren street, New York City; Wm. H. Balkwill, 312 Lenox avenue, New York; Edward Bach, 1657 Broadway, New York; Robert Currie, 683 Sixth avenue, New York; William Fawcett, 97 Cliff street, New York; Thos. Fawcett, 125 West 32d street, New York; Jacob Muller, 830 Fulton street, Brooklyn; Wood Gibson, 222 Fifth avenue; Benjamin Kerr, 13 East 27th street, New York; Samuel Moore, 1616 Broadway; W. E. Redding, 35 Warren street, New York; R. A. Randall, 964 Sixth avenue, New York; Frank T. Burke, 1664 Broadway; Peter White, 109 West 39th street, New York; James F. McDermott, 1664 Broadway, members of the executive committee, manufacturers of fine harness and saddlery.

## AMERICAN HARNESS AND SADDLERY INDUSTRY KILLED BY FOREIGN IMPORTATIONS.

BROOKLYN, N. Y., *January 11, 1897.*

### COMMITTEE ON WAYS AND MEANS:

The manufacture of carriage harness and saddlery has heretofore been successfully carried on in this country because of the fact that we had styles peculiarly our own and suited only to American tastes, which acted as a protection to our manufactures irrespective of tariff duties.

This, however, no longer exists, as within the last few years foreign agencies have been established here and now imported harness are duplicates of American styles and manufactured expressly for the American market. There are now in New York five agencies for the sale of English harness and saddlery, with branches in the other large cities, and stocked with immense quantities of this foreign-made work. Our domestic manufacturers, those who still exist, have only left to them the alternative of giving up the manufacture and going into the importing of this work.

There is a remarkable contrast in regard to the wages in this line between the workmen of this country and those of England. In England there is no branch of skilled labor so poorly paid, as the different parts of harness can be and is made in their homes, where the women and children help and where necessity compels the workman to take in pay whatever the storekeeper sees fit to give. For skilled workmen when working in shops the average rate of wages in England is \$7.50 per week, while in this country the workman receives from \$14 to \$18 per week.

The present tariff is 30 per cent, so it can readily be seen how impossible it is for those in the manufacture here to compete with their English competitors. There is nothing manufactured that is so exclusively a luxury and product for the wealthy classes as fine carriage harness and saddlery, and it can and should pay double the present duty; and even then the foreign competitor would still have a slight advantage.



It should also be classed under a special head in the tariff schedule, and not be classed as it now is under the "Manufactures of leather," as the leather work in a harness is not one-third of the cost, being the smallest item of the raw materials entering into its construction, the metal work constituting the remaining two-thirds.

In asking for increase of duty notice is called to the fact that it is not for the purpose of establishing a new industry, but to save from destruction an old-established trade that is being rapidly destroyed, and one in which there is employed only skilled labor.

The writer has been in the saddlery branch of this business for the last forty years, employing formerly from fifteen to twenty hands. He now finds himself reduced to two only, with prospects ahead of soon being forced out, his business at present amounting to the repair of English-made work.

It is also necessary for the Government welfare to prevent the destruction of this trade, as workers in it are required in time of war for the cavalry and artillery service. No trade responded more faithfully to the Government call for men during the civil war than this, many of its members being veterans and now advanced in years and can not now take up the study of other trades.

The writer is an honorably discharged veteran of the war, a member of U. S. Grant Post, G. A. R., No. 327, of Brooklyn, N. Y.

WILLIAM FAWCETT,  
239 Van Buren street, Brooklyn.

#### STATEMENT SUBMITTED BY THE RETAIL MANUFACTURERS OF HARNESS AND SADDLERY OF NEW YORK CITY AND VICINITY.

NEW YORK, N. Y., *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

Owing to the complicated way in which importations of harness and saddlery enter into ports of the United States, under the heading "Leather manufactures," we find it impossible in the short time allotted to collect with accuracy any information which would enable us to furnish statistics regarding such imports which would be a help to your committee in considering our request asking for an increase in the tariff.

We trust, however, that in furnishing you with a concise and truthful a statement of the present condition of our industry, we will be fulfilling all the requirements of the committee. We therefore urge upon you the necessity of recognition in the proposed tariff measure and suggest the caption of "Harness and saddlery," which will include:

Harness, either in sets or in parts, finished or unfinished, which consists of sewed leather, with buckle or metal attachments, or any gold, silver, brass, either solid or plated, or any other metals which constitute a part or whole of harness, and the rate of duty to be fixed at 60 per cent ad valorem.

All kinds of riding saddles and bridles, including those for use by ladies, gentlemen, and children, with the accompanying attachments, such as girths, stirrups, and leathers, or without those attachments.

All riding bridles, complete or in parts, riding martingales or breast plates, and the rate of duty to be fixed same as in the harness schedule, at 60 per cent ad valorem.

This shall include all the above-mentioned, whether new, or ever having been used previous to importation, and on a proper valuation.

We desire to say that we are not seeking a prohibitive measure in asking that the present tariff rate be doubled, as we hope to convince you that at that rate of duty we are afforded a chance of honest competition



with the foreign manufacturer. We have among us manufacturers and employees who served their apprenticeship abroad and can testify to the fact of the fearful competition we must face from that source.

If our complaint was of such a nature as competition between the mechanics of this country and those of other countries, viz, France, Germany, England, and its provinces, we would have but little hope of any relief from the present rate. But, gentlemen, when we are forced to compete with child labor in the manufactories of Walsall and Birmingham, England, from whence the greater part of imported harness and saddlery comes, it behooves you to consider the matter thoroughly.

In the manufacture of fine harness and riding saddles we do not use machinery of any kind, and the same may be said of the imported article. Each and every part is fitted and sewn and finished by hand, and when we show by observation obtained in working in those factories abroad that little children, boys and girls, are engaged at what we term stitching all the straps and parts of harness and saddles, and for which we employ men to perform the same work at a wage four or nearly five times greater than that paid those children on the other side for the same quality and quantity of work, you can see the justice of our demand.

In justification of this comparison and to further verify our statements, we refer the committee to a matter which occurred in the past two years. A manufacturing firm in the city of Boston, which employed a vast number of men and made all its own work, discharged all the mechanics in its employ, finding that the present rate of duty was inadequate and afforded no opportunity of fair competition, and opened a factory in Walsall, England, where it manufactures and sends all its manufactures to the Boston salesroom. This firm was so successful with its enterprise that it opened a large salesroom in New York City, for which it pays an enormous yearly rental, on the greatest thoroughfare in our city, and it is quoted, and is a well known fact, that the venture is very successful. We positively assert that if all the harness manufacturers of fine work in this city were to combine and open such a place with our work on sale it would be an utter failure.

Some twenty-odd years ago, when the writer begun his apprenticeship in this city, an English harness was a novelty, there being then but one importer who commenced to take orders for the best London-made work. We might state here that our trade is the most exclusive trade in the world, as the work we produce is used only by that class of people who can afford to keep carriages and horses for their pleasure and, as you understand, it is a luxury, so, therefore, the increase of tariff rate on our goods will not affect the people using harness for business purposes such as public conveyances, business houses using trucks, wagons, or carts of every description.

And since then another firm of importers succeeded in establishing a large business here, and has further enlarged the same by opening sales rooms in Newport, Providence, and Washington. Another firm has a branch here and in Newport; another firm has a branch here, also one in Philadelphia, in addition to the New York and Boston firm mentioned before. Other manufacturers in this city have been forced to dispense with the services of more than half the number of their journeymen, either to import English manufacture or else impose additional burdens on themselves by longer hours of toil to keep body and soul together.

The writer, who has been nearly six years engaged as a manufacturer, assures you that if it were summed up, his hours of labor in those six



years would equal more than eight years when employed as a journeyman.

In past years when Ways and Means Committees met to revise and make changes in the tariff, we thought there was no danger to us with foreign competition, and relied greatly upon the patriotism of the American people to favor the home market, as we then looked upon the use of English harness as a fad by gentlemen of wealth and leisure, which we thought in time would wear away. But alas, it was not until we were confronted with the fact that nearly seven-eighths of the number of fine classes of carriage and pleasure harness and ladies' and gentlemen's riding saddles now in use in this country were made in Europe that we found it necessary to ask the Government, in seeking to devise a tariff which would be fruitful in revenue, to consider our interests.

As we stated before, fine harness and saddlery are a luxury which only people with abundant means can afford to indulge in, and the tax in that case would not fall so heavily as if it were a burden on all the people for the benefit of a few. We positively declare, in concluding our statement, that manufacturers and journeymen have great cause for fear of the entire decadence of one of the best industries in this country if your honorable body will not help us. We assure you that at the present rate of duty things will come to such a pass that instead of manufacturing fine harness and saddlery we will become repairers of the foreign-made work, and judging from the past, as competition increases among the importers, the prices obtained will be so low for new harness and saddles that those using such manufacture will find it to their advantage to discard the old harness rather than repair and purchase a new one in its stead, thereby depriving us of even an opportunity to repair.

We can verify the foregoing statements by reciting the gradual decadence of the riding-saddle industry in this country. In former years every harness store, big and little, was known throughout this broad land as the "saddlers." Why? From the fact that each store employed one or more men on such work, according to the trade's demand, but the fad for English saddles became so great while the tariff was so low it was found cheaper to import the saddle, as the cost for making it here exceeded in labor alone the cost of the saddle complete from abroad, so that now in this great city of 2,000,000 inhabitants there is but one manufacturer who makes riding saddles to order, and he is forced to keep the imported article as well. This, gentlemen, we hold up to your committee as an object lesson and why we entertain such fear for the harness industry.

We do not seek protection to force up prices, on the contrary we assure you that with our factories in their machine-made work, and the wonderful development of means they employ by the use of machinery, affects the manufacturer of hand-made work, that between the latter the competition is so keen that our prices will suit the most exacting purchaser.

To give a brief summary of the disadvantages we labor under, we enumerate the details connected with the manufacture of a fine harness or saddle:

- (1) Leather, both japanned and plain, is protected.
- (2) Hardware, such as trimmings, either brass, silver, or other metal, is protected.
- (3) Collars. Special kind named Kay, and only made in this country, are protected.
- (4) Saddle housings, ornamental chains in divers metals, crests, monograms, thread, felt, buckles, bits, and all that goes to manufacture



harness or saddles, and some of them protected by the tariff far greater than we.

If the foregoing is not sufficiently explicit, we will add that labor is the most expensive commodity in the completion of a harness and saddle, it being nearly three-fourths of the cost of production. That in itself should appeal to you without any further statement as to the reasons we want protection.

Finally, there are certain abuses existing and will exist even under an increased tariff. We refer to the appraisment of imports, and to that end we suggest that owing to the constantly increasing importations of harness and saddlery it requires the services of a practical mechanic to inspect and appraise such goods, and one should be placed at each port of entry, viz, New York, Philadelphia, Boston, and Baltimore, whose duty would be to properly examine each case and see that the same is accompanied by an invoice which corresponds with the goods examined. In explanation, an invoice might call for one case of harness, which would naturally imply one or more sets, but which no one but a practical man could determine, as parts of harness placed in cases promiscuously could be irregularly invoiced and frauds perpetrated to the detriment of the Government and those relying on the Government for protection. Such a man could correct the abuses of falsified invoices by undervaluations or by tourists who have an object while spending vacation abroad to purchase harness and saddles and make it appear that the same has been used by them, thus evading a just duty.

Gentlemen, we only ask justice, and as it is in your province to afford us relief we rely upon your honest consideration of our statement, and pray our endeavor to explain will be rewarded in your majority report to our Representatives in Congress.

FRANK T. BURKE,  
Of BURKE & McDERMOTT,  
1664 Broadway, New York,

And representing the retail manufacturers of fine harness and saddlery of the city of New York and vicinity.

### COMPARATIVE COST OF MAKING HARNESS AND SADDLES IN ENGLAND AND AMERICA.

NEW YORK, *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Appended to this you will find a statement of the comparative cost for the manufacturing of harness and saddles in England and America.

C. M. MOSEMAN & BRO.

#### HARNESS.

*Comparative cost of making a set of best carriage harness in America and England.*

|                                                                                                                                               | In America. | In England.       | United States equivalent. |
|-----------------------------------------------------------------------------------------------------------------------------------------------|-------------|-------------------|---------------------------|
| Cost of leather, including patent leather and every kind used except in the collars.....                                                      | \$28.00     | £ s. d.<br>4 10 0 | \$21.00                   |
| Cost of mountings, including hames, terrets, hooks, pad ends, pad screws, trace squares, housings, chains, fronts, bits, and all buckles..... | 35.00       | 6 18 0            | 33.90                     |
| Labor, as shown below.....                                                                                                                    | 92.50       | 6 18 0            | 31.25                     |
| Shop room, gas, thread, cutting out, and other small items in manufacturing the above.....                                                    | 23.00       | 1 10 0            | 7.30                      |
| Total.....                                                                                                                                    | 227.50      | 19 8 0            | 94.35                     |



*Wages paid for making a set of best carriage harness in America and England.*

|                                       | In America. | In England. |    |    | United States equivalent. |
|---------------------------------------|-------------|-------------|----|----|---------------------------|
|                                       |             | £           | s. | d. |                           |
| Bridles .....                         | \$15.00     | 1           | 2  | 6  | \$5.45                    |
| Reins .....                           | 5.00        |             | 7  | 6  | 1.85                      |
| Martingales .....                     | 4.50        |             | 6  | 0  | 1.50                      |
| Hame tugs and bellybands .....        | 17.00       | 1           | 12 | 0  | 7.85                      |
| Traces .....                          | 13.00       | 1           | 3  | 0  | 5.60                      |
| Cruppers and hip straps .....         | 19.00       | 1           | 10 | 0  | 7.30                      |
| Coach pads and girths .....           | 18.00       | 1           | 5  | 6  | 6.20                      |
| Total .....                           | 91.50       | 7           | 6  | 6  | 35.75                     |
| Wages paid:                           |             |             |    |    |                           |
| First-class harness maker .....       | 16.00       | 1           | 5  | 0  | 6.10                      |
| First-class stitcher .....            | 12.00       |             | 16 | 0  | 3.90                      |
| First-class riding-saddle maker ..... | 17.00       | 1           | 15 | 0  | 8.50                      |

## SADDLES.

*Comparative cost of making a best gents' riding saddle in England and America.*

|                                                        | In England. |    |    | In America. |
|--------------------------------------------------------|-------------|----|----|-------------|
|                                                        | £           | s. | d. |             |
| Tree .....                                             | 0           | 8  | 6  | \$3.50      |
| Pigskin .....                                          |             | 12 | 6  | 4.50        |
| Serge for panel and seat .....                         |             | 2  | 6  | 1.25        |
| Sheepskin .....                                        |             | 2  | 0  | .75         |
| Cowhide for understock, straps, etc. ....              |             | 8  | 0  | 2.75        |
| Flocks for padding, nails, and other incidentals ..... |             | 2  | 0  | 1.00        |
| Making saddle .....                                    |             | 18 | 0  | 14.00       |
| Stirrup leathers .....                                 |             | 5  | 0  | 2.00        |
| Stirrup irons .....                                    |             | 4  | 6  | 1.75        |
| Girths .....                                           |             | 3  | 6  | 1.50        |
| Incidental expenses, shoproom, gas, etc. ....          |             | 2  | 6  | 1.50        |
| Total .....                                            | 3           | 9  | 0  | 34.50       |

*Comparative cost of making a best ladies' riding saddle in England and America.*

|                                                        | In England. |    |    | In America. |
|--------------------------------------------------------|-------------|----|----|-------------|
|                                                        | £           | s. | d. |             |
| Tree .....                                             | 1           | 10 | 0  | \$14.00     |
| Cowhide for understock, all straps, etc. ....          |             | 14 | 6  | 5.00        |
| Pigskin .....                                          |             | 12 | 6  | 4.50        |
| Buckskin .....                                         |             | 3  | 6  | 2.50        |
| Sheepskin .....                                        |             | 2  | 6  | 1.00        |
| Serge for panel and seat .....                         |             | 3  | 0  | 2.00        |
| Flocks for padding, nails, and other incidentals ..... |             | 3  | 6  | 2.00        |
| Making saddle .....                                    | 1           | 18 | 6  | 24.00       |
| Stirrup leather .....                                  |             | 1  | 3  | .50         |
| Patent stirrup .....                                   |             | 7  | 6  | 3.50        |
| Girths .....                                           |             | 5  | 0  | 2.75        |
| Incidental expenses, shoproom, gas, etc. ....          | 3           | 3  | 6  | 30.00       |
| Total .....                                            | 6           | 7  | 3  | 64.75       |

## THE LAW EVADED.

CHICAGO, ILL., January 11, 1897.

## COMMITTEE ON WAYS AND MEANS:

There has been a matter regarding the importation of saddlery goods called to our attention which we respectfully report to you for correction, if the same be possible.

We understand that harness parts are imported as leather at a



reduced tariff rate and afterward buckled together in this country. This reduces the import duty on foreign harness. It seems to us any harness parts imported should be classed as harness, and the tariff should be the same on the parts as on the harness, or an injustice will be done in the matter. Feeling it is your intention to have matters in this regard correct we take the liberty of addressing you so that you may correct the same.

L. KIPER & SONS.

### A CASE OF DISCRIMINATION.

CINCINNATI, OHIO, *January 11, 1897.*

DEAR SIR: I was president for two years of the Saddlery Association of the United States, and during that time had occasion to examine the schedule on harness and saddlery in what is known as the McKinley bill. The act of 1890 called for a duty of 35 per cent on all finished harness and saddlery work, and the same bill called for 15 per cent on unfinished harness work, such as straps, etc., and this was taken advantage of by manufacturers or importers. Traces stitched and ready for use, except punching, a harness or saddle with the bearing, etc., left off, and all parts of harness that required scarcely any labor to complete came in under the 15 per cent duty and competed unfairly with the manufacturers of harness and saddlery.

Dealers, such as carriage repositories, are known to import parts of harness in two different ships, in two different invoices, and when the two shipments were received it only required a boy to buckle the same together to make a complete harness. This was not only a saving in duty, but a saving of 25 per cent in estimated value, so that on a harness complete, valued at \$100, the cost under the "parts system" would be about \$60, or a saving of \$40.

Now, you ask why we do not take advantage of this also. In answer I will say we are not all so situated as to purchase abroad. What the trade wants is fair competition, and no discrimination between finished and unfinished work in the saddle and harness importations. We are assured if you will have this matter looked into by practical harness men the complaint herein stated will be plain.

We could give you many examples wherein the foreign saddlery has displaced the home production by illegitimate dealers, with the aid of unskilled labor, the skilled portion having been done before leaving the foreign workshop.

We assert that the increase in importation of saddlery, harness, etc., has been very great, owing to the unfair discrimination as before stated.

Yours,

D. S. CARRICK SADDLERY COMPANY.

### LABOR'S APPEAL.

BROOKLYN, N. Y., *December 26, 1896.*

COMMITTEE ON WAYS AND MEANS:

I, although an employee, take the liberty to most respectfully address you in regard to my trade, the manufacture of riding saddles. I beg to state that since May, 1893, the making of riding saddles in New York, where I have been employed the past ten years with one man, has almost stopped, owing to the importations by English concerns.



They have swamped this city with their manufactures in this particular line to such an extent and at such low prices that our employers are unable to compete, thus depriving other employees and myself of our daily bread. Cheap labor and material enables these English firms to manufacture saddles in England at a surprisingly low figure, and under the present low tariff which they have various means of partly evading, they have all the advantages on their side, and can afford to give 20 or even 25 per cent of their profits to persons who send customers to their places of business, thus drawing the trade. Our employers have to import high-priced material from England for the manufacture of first-class saddles. Besides paying duty on these goods, they have to pay at least three times as much for labor as the English manufacturers, and therefore are forced by the keen and unequal competition to reduce prices on articles used by the wealthy only.

I beg you to kindly consider these few plain and true facts in revising the tariff, and raise it, so as to enable our employers to give us more work.

It is really very discouraging to me to think, if the importations of saddles continues at the present rate, that I will not be able to support my family in the future by working at my trade after spending eighteen years of hard study at it, not only in this my adopted country, but in seven of the largest establishments in Europe.

CHAS. BLIEFFERT,  
*105 East Fourth Street, Brooklyn, N. Y.*

#### ANOTHER APPEAL FROM THE AMERICAN WORKINGMEN.

WEST SOMERVILLE, MASS., *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

We, the harness makers of Boston, desire to lay before you a fair statement of the condition and the needs of the harness trade. We claim that on harness and all manufactured leather goods there should be a tariff equal to the difference in the rate of wages paid here and in the countries with which we are competing. England is our principal competitor in the harness line, and that country pays as high if not the highest wages paid in any European country. Now, we can prove beyond any doubt that the rate of wages in our country is 100 per cent higher than in England. In other words, the best men in Boston get \$18 per week, while the same class of men in London receive \$9. And this is true with regard to piecework as well as week work.

We can prove this by a comparison of a schedule of prices printed by the London journeymen harness makers in 1875 and by one printed by the Boston harness makers in 1872. It is claimed by free traders that Englishmen can live cheaper; that a given amount of money will buy more there than here. We grant that. We are ready to admit that the Englishman can and does live cheaper in more than one sense of the word than we do. But we, as American citizens, feel that we live cheap enough now. We have no desire to live any cheaper. It is only within the last two or three years that the need of higher duties has been made plain to every harness maker in Boston. It was done by a sort of an object lesson, which was so clear and convincing that every man trying to make a living at the harness trade saw the force of it. The object lesson was as follows: Late in the summer of 1894 the largest manufacturing harness firm in Boston saw fit to discharge nearly all its men. The firm employed about 75 hands altogether. The men wondered what was going to happen. They were not kept very long in



suspense. In a short time one of the men received an English paper, and in it was an item which read something like this:

A large harness concern of Boston is preparing to open a factory in our city for the manufacture of harness and leather goods, which it is to sell in Boston and other American cities, and which have heretofore been made in Boston. We are very proud of this; it is not only a compliment to our manufacturing ability, but it will be the means of giving employment to a number of our people.

These are not the exact words, but they give the exact idea contained in the English newspaper.

It was said in the first part of this letter that the difference in wages paid in this country and in England is 100 per cent in the harness trade, but we work faster here, we do a great deal more work in a day (that is when we get it), than they do in England. We think it fair to say that two men here will do as much work in a day as three men in England. Were it not for that, we never would have any chance with them at our present rate of wages.

And so we think that 75 per cent duty would enable us to get this work which has gone away from us back again.

What we mean when we say "harness and all manufactured leather goods" is harness of all kinds, halters, surcingles, horse boots, and everything in connection with horses, which is composed principally of leather. We also include all bags and boxes made of leather.

We do not know about the boot and shoe business, for all we know that industry may have protection enough; at any rate the men in it are able to speak for themselves.

We notice in the last report of the Secretary of the Treasury, among other things, the following:

The number of those who can be adversely affected by the importation of products from abroad is so small in comparison with our total population that it would be both impolitic and unjust to persist in a system of taxation designed for the special protection of their interests, at the expense of all others.

There is no truth whatever in that statement, so far as our industry is concerned. On the contrary, the consumers of imported harness pay more for inferior goods, because they think the imported article must be better than the homemade. If the consumer only knew it, he would fare much better by buying homemade goods. Unfortunately there are quite a number of people in our country who think that everything made abroad must of necessity be better than that which is made at home. The importer is well aware of this prejudice on the part of his customers, and he gulls them to the fullest extent.

We have all the materials, all the facilities, and all the skilled labor required to make all the harness used in this country, and more, too, if we only could get a chance to make it. At the present time, and for several months past, there are thousands of harness makers in all our great Eastern cities idle, looking in vain for something to do. In the meantime this foreign work is being imported and sold under their very noses to American consumers.

We should be very glad to send a harness maker to represent us at your hearings in Washington, but a number of us have not earned a dollar for months, and those of us who are working are on short time, so we can not very well afford the expense. But we feel sure that you will give this letter due consideration, and that you will give us the amount of protection which will enable us to compete successfully with all foreign-made work. We suggest that, if possible, you substitute specific for ad valorem duties, as we think it would be the means of preventing undervaluation at the custom-houses.



We think it fair to say that the views herein contained express not only the views of the Boston journeymen saddle and harness makers, but also that of the harness makers and leather workers throughout the country; and also the views of the great majority of the American manufacturers of harness.

GEO. JOSCELYN,  
*No. 1 Mead street, West Somerville, Mass.*

### SPECIFIC DUTIES WANTED.

NEW BRIGHTON, N. Y., *January 2, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I write you respectfully protesting against the present importation of harness, both made up or parts of harness, the latter being simply the means of importing the complete harness under another name, and possibly less duty. By recommending sufficiently high tariff on the same, we manufacturers, our mechanics, and their families can obtain a fair profit price for our manufacture, and not have a standard harness undersold and replaced with cheap imported work, simply because it is imported.

I also suggest you to recommend a change in the matter of imposing the duty from ad valorem to specific.

JOS. W. WANTY.

### MANUFACTURES OF PEARL.

(Paragraph 354.)

#### THE UNION PEARL WORKS, OF BROOKLYN, N. Y., SUGGESTS RATES.

BROOKLYN, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

As one of the leading manufacturers of pearl goods, we humbly ask you to consider the makers of the same in America. There have been a great many failures in this industry during the past four years, owing somewhat to the hard times, which everyone has felt, and also to the lack of protection or duties on foreign-made goods. There is now a duty of 35 per cent ad valorem on manufactured pearl, but when you consider the great difference in the cost of producing these goods from the rough shell in this country and abroad and what we have to compete against in the way of undervaluing, which we think is being done, we beg of you to give us a further increase of 15 per cent, making it 50 per cent, so as to enable us to compete more successfully with foreign countries, or make it a specific duty, thereby making it impossible to undervalue, and simplifying the collecting of all duties there by making it easier for the customs to see what the country is entitled to. We think importers of pearl, finished or part finished, should be charged 35 cents a running inch per dozen, thereby making it so that an article 1 inch long would pay 35 cents per dozen pieces, 2 inches 70 cents, and so on. If we take pearl table-knife handles (or slabs of pearl, as some importers call them when part finished), which is one of the chief articles imported, it would seem the American manufacturer would not gain anything by changing from ad valorem to specific duties, but when you consider the temptation it is for foreigners to undervalue 25 to 50 per cent, you will



see we would be more sure of a certain amount of protection and better able to compete, which we are now unable to do.

We give below the cost of pearl table-knife handles in this country and Europe, with the difference in raw material (which is only very slight, as raw material is free), also the difference in ad valorem and specific duties, and the difference in wages paid in this country and abroad. We wish to make as clear as possible our figures below, and also to say that pearl handles are cut from a "white mother-of-pearl shell;" and as the shells vary in size so do the size of handles, and that only one, sometimes two, are cut from a shell. We have therefore given the average size as  $2\frac{1}{2}$  inches, to give you the cost of material and work per dozen, and give the principal sizes imported, with prices here and abroad, with duties added on foreign in ad valorem and specific.

| Finished pearl handles.    | American price. | Foreign price. | 35 per cent ad valorem. | 35 cents per inch, specific. |
|----------------------------|-----------------|----------------|-------------------------|------------------------------|
| 2-inch .....               | \$2.00          | \$1.35         | \$1.82                  | \$1.95                       |
| $2\frac{1}{4}$ -inch ..... | 2.25            | 1.50           | 2.02 $\frac{1}{2}$      | 2.28 $\frac{1}{2}$           |
| $2\frac{1}{2}$ -inch ..... | 3.50            | 2.60           | 3.51                    | 3.47                         |
| $2\frac{3}{4}$ -inch ..... | 4.65            | 3.70           | 4.99                    | 4.66                         |
| 3-inch .....               | 6.00            | 5.00           | 6.75                    | 6.05                         |

Following is the selling price, taking  $2\frac{1}{2}$ -inch as an average of all sizes, cost of material, also cost of finishing here and abroad, with wages paid for skilled workmen:

|                                                                         | American. | Foreign, English. |
|-------------------------------------------------------------------------|-----------|-------------------|
| Wages paid per day .....                                                | \$4.50    | \$1.50            |
| $2\frac{1}{2}$ -inch handles, as average selling price, per dozen ..... | 3.50      | 2.60              |
| Cost of cutting from shell (15 dozen being a days' work) .....          | .30       | .10               |
| Cost of grinding from shell .....                                       | .30       | .10               |
| Cost of shaping and polishing .....                                     | .50       | .20               |
| Cost of drilling .....                                                  | .25       | .10               |
| Cost of assorting, rent, and other expenses .....                       | .25       | .10               |
| Cost of material .....                                                  | 1.60      | 1.50              |
| Total cost per dozen .....                                              | 3.20      | 2.10              |

Showing a profit of 8 per cent for the American and 20 per cent for the English, or the actual profit to the foreigner, after underselling us, of 12 per cent.

There can be from 5,000 to 10,000 people employed in this country on pearl goods, outside of making pearl buttons.

UNION PEARL WORKS,  
Grand and Berry streets, Brooklyn, N. Y.

## COCOA MATTING.

(Paragraph 356.)

THE GREENLAND COIR MANUFACTURING COMPANY, OF  
BROOKLYN, N. Y., ASKS FOR McKINLEY RATES.

BROOKLYN, N. Y., December 22, 1896.

COMMITTEE ON WAYS AND MEANS:

We respectfully request and urge that the duty on cocoa matting and mats be changed from the present rate of 20 per cent ad valorem back



to the specific duty of 12 cents per square yard on cocoa matting and 8 cents per square foot on cocoa mats, the same as charged under the McKinley tariff.

At the time the present tariff was framed it was represented that the India-made matting and mats, which is the competition that is ruining the home industry in these goods, were only fancy high-priced goods made by hand that did not compete or injure the trade of the domestic article. Since the present duty was enacted, the India factories have been very much enlarged, new and latest improved power looms put in, and men from this country sent out to superintend the manufacture by coolies, of machine-made goods, with the result that the industry of making these goods in this country is being forced out of existence. Under the McKinley tariff our factory paid 40 per cent more in wages per week than now. Sales were 38 per cent more and number of hands employed 30 per cent more.

The parties interested in importing this India-made matting and mats are foreigners, with their largest interest and investments in India.

They claimed 20 per cent ad valorem would only be equal to 4 cents per square yard on matting, which is totally insufficient, while, as a matter of fact their entries at the custom-house show that they only pay  $2\frac{1}{2}$  cents per square yard; while on mats they claimed 20 per cent would be 1.61 cents per square foot, which is practically no protection.

With the present ad valorem duty of 20 per cent the India matting made on steam looms with cheap cooly labor can be laid down in New York 30 per cent cheaper than the goods can be manufactured for here. We have a large amount of capital invested in this business, every dollar of which belongs to American citizens. We therefore urge your committee to give us the relief asked for.

GREENLAND COIR MANUFACTURING COMPANY,  
WILLIAM M. VANDERHOOF, *Treasurer*.

#### USING ONLY TEN PER CENT OF THEIR LOOMS.

BOSTON, *January 5, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We respectfully beg to call your attention to the present duty of 20 per cent ad valorem on matting and mats made of cocoa fiber or rattan, as per paragraph 356 of the act of 1894, under the heading of "miscellaneous manufactures." This paragraph was substituted for paragraph 464, under the same heading, in the act of 1890, and the result of which has been that the manufacture of such goods in this country, outside of convict institutions, has been practically destroyed. We were formerly large manufacturers of these goods, but under existing conditions we are not able to dispose of the product of more than 10 per cent of our looms.

We therefore request that the specific duty on these goods, as provided in the act of 1890, may be restored, and believe that even a very casual investigation of the subject will convince your committee of its justice.

The imported goods are made by the underfed and poorly-paid native labor of India, and with which the free labor of this country can not of course compete.

WAKEFIELD RATTAN COMPANY,  
C. H. LANG, *Treasurer*.



**ORGANIZED LABOR ASKS FOR PROTECTION.**BROOKLYN, N. Y., *January 4, 1897.***COMMITTEE ON WAYS AND MEANS:**

In their own defense, the workingmen of the cocoa mats and matting industry respectfully present the facts briefly regarding the condition of their small and badly crippled industry, and beg your kind consideration in their behalf as American citizens.

In East India, the cocoa yarn from which matting and mats are manufactured is taken from millions of cocoa nuts. The cost of native labor is a mere trifle, as the natives live in the most simple way in huts, with rice as their chief food, and owing to very warm climate no clothing is worn except a small cotton covering about the hips. Their labor can be hired for 3 to 10 cents a day. Here the pay is \$1.50 to \$2.50 a day.

The manufacturer and importer, Mr. Smail, who has his home in India, also has an interest in a large factory here, which has been running on one-half and three-fourths time for the past ten years, but most of the time under the tariff law of 1890 it was run on three-fourths and full time, thus restricting the importation of coolie-labor goods and giving us more employment.

In the present law a great injustice has been done us as American citizens. Our claims were ignored and the claims of the importer granted. He petitioned for 20 per cent and got it. You need no further proof of the enormous profits in the serf labor of India than that this importer paid the high rate of duty under the 1890 law and had to compete with large amounts of convict-labor goods that were manufactured in penitentiaries in Pennsylvania and New Jersey, also sharp competition of legitimate manufacturers. We submit the comparative cost of production in India and the United States:

|                                                     |        |
|-----------------------------------------------------|--------|
| A roll of best cocoa matting in India .....         | \$9.00 |
| Same quality in the United States .....             | 17.80  |
| Total cost one dozen best cocoa mats in India ..... | 5.80   |
| Same quality in the United States .....             | 12.51  |

Under a specific duty no undervaluation can occur. The rates of the 1890 law will give us more employment, or if ad valorem is decided upon it will require 50 per cent to give the American industry a fighting chance.

D. J. CURNEN,  
*President Mat-Makers' Union, No. 2,*  
*319 Plymouth street, Brooklyn, N. Y.*  
 JOHN J. CONNOLLY,  
*Secretary.*

**LEAD PENCILS.**

(Paragraph 357.)

**VARIOUS MANUFACTURERS OF LEAD PENCILS SUBMIT A MEMORIAL ASKING FOR HIGHER DUTIES.**WASHINGTON, D. C., *January 11, 1897.***COMMITTEE ON WAYS AND MEANS:**

The undersigned respectfully submit the following reasons why the duty on lead pencils in the new tariff bill should be 50 cents per gross and in addition thereto 30 per cent ad valorem:

(1) There are no monopolistic combinations, syndicates, or trusts of



the lead-pencil manufacturers. The competition, on the contrary, is very keen among the American manufacturers and prices are very low.

(2) The McKinley bill did not increase the duty on lead pencils, and all previous measures of tariff legislation, viz, Morrison bill, McKinley bill, Mills bill, left lead pencils 50 cents per gross and 30 per cent ad valorem; in fact, the tariff established the industry in this country.

(3) Ten thousand people are supported by this industry.

(4) Foreign labor is much cheaper in this branch, and the European manufacturers have imitated American machinery wherever they have found it profitable to do so. They adopt, however, as far as possible the Swiss system, which means employment of whole families at their homes, thereby saving much of the cost of production, as they need not furnish materials such as colors, coal, gas, and they save rent in the factories. (Exhibit B.)

(5) If it is taken into consideration that girls and women make here from \$6 to \$7 per week and men from \$10 to \$15 per week, while in Germany they get only as many marks as our dollars (this being about one-quarter as much as they get here) for the same class of work, the duty which we ask for only gives protection to the wages to working people employed, and is not even equal to the difference between the wages actually paid here and abroad. No account is taken in this comparison of the higher costs of a great many materials used, of higher rent, selling and general expenses here.

(6) In round numbers, during the past three fiscal years, the following pencils in gross and in value were imported into this country, viz:

| Year.     | Gross. | Value.   |
|-----------|--------|----------|
| 1894..... | 28,000 | \$61,000 |
| 1895..... | 57,000 | 114,000  |
| 1896..... | 68,000 | 130,000  |

It will be seen, therefore, that since the specific duty has been taken off by the Wilson bill, with only 50 per cent ad valorem left, a steady increase in the importation has taken place.

The inclosed cutting from official reports (Exhibit A) from the Treasury Department will show, however, that foreign manufacturers with their branch offices here have been enabled to invoice goods at such low figures, so as to pay duty on the low invoice prices; and while some of the undervaluations have been found, unquestionably a great many have not been discovered. From the following extract from a report by J. Faber, the German pencil manufacturer, it will be seen that even in Germany, where they have all the cheap labor and material, they are desirous of having a duty on lead pencils for protection, viz:

The depression of the lead-pencil industry can be attributed to the low duty imposed in Germany on pencils imported from abroad. The result is that the Bavarian manufacturers can not compete with Austria, which undersells them in Germany as well as in Austria and Hungaria. In Russia, under the protection of high tariff duties, the pencil industry is thriving and increasing, and soon there will be no market there for Bavaria. In Nurnberg factories have been forced to reduce wages and labor.

If, therefore, the German manufacturers desire to be protected by tariff, how much more reason have the American manufacturers to desire this, where everything from material to wages is considerably higher and where they have to contend with all possible disadvantages.

(7) We inclose herewith samples of pencils which have been made in China and Japan, and which unscrupulously counterfeit and imitate our



brands; also, for comparison, samples of the genuine goods made here. All outward appearance being the same, the deception is only in the quality, and this can only be detected by the consumer after use (Exhibit C).

Wages in Japan are known to be considerably lower than for the same class of work in Europe, and the industry in Japan having started since the Wilson bill went into effect, we fear after becoming established they will be able to import pencils to America from Japan at such low figures that under the present Wilson bill all American pencil manufacturers will surely be seriously threatened.

No ad valorem duty possible will cover this case.

We therefore petition your committee to make the tariff bill read as follows:

Pencils of wood filled with lead or other material, 50 cents per gross, and in addition thereto 30 per cent ad valorem.

We think that inasmuch as pencils are imported from low grades to very high grades, that a mixed duty would be just and equitable to all concerned.

AMERICAN LEAD PENCIL COMPANY,  
LOUIS J. RECKENDORFER, *President*.  
JOS. DIXON CRUCIBLE COMPANY,  
E. F. YOUNG, *President*.  
EAGLE PENCIL COMPANY,  
E. BEVERLY LENNY, *President*.

#### EXHIBIT A.

[Extract from report of customs officers.]

Lead pencils, from H. Z. Kurz, Nurnberg, February 22, 1896:

Ordinary assorted colors; entered at 2.50, advanced to 4 marks per gross.

Ordinary red and blue pencils; entered at 2.50, advanced to 5 marks per gross  
Add case.

#### EXHIBIT B.

[From London Engineering.]

SIR: Readers of Mr. Earnest Williams's much-discussed book, "Made in Germany," may have been alarmed by the statistics given in it, which show how fast German competition is gaining the advantage over other countries' industries. The fact of this overwhelming progress may, at first sight, appear to be quite to the credit of German superior skill and workmanship, based upon a better education at public schools and universities. Mr. Williams, at least, insists that this is the principal reason. But, even if the workmen of other nations were quite as skilled and the products of their manufactories quite as good as those of Germany, the Germans would, all the same, beat their competitors.

Take, for instance, the steel and iron manufacturing trade, which is quite an English specialty. How is it that even in this trade German competition is growing dangerous? Everybody knows that it is done by the cheapness of manufactured goods. If two things are equally well made, the purchaser will buy the cheaper one. How is that cheapness possible? An inspection of a German factory would easily explain the matter, and the result of the examination would be the appalling fact that the articles may be cheap for the buyer, but dreadfully expensive for the seller or manufacturer; that cheapness is obtained at the expense of the moral and physical strength of a nation by a ruinous and scandalous system of making use to the utmost of the time and strength of the working classes. Would it not be better that the whole trade of a country should be ruined than to see an immense proportion of its population reduced to the condition of slaves? Look at the British workman, and compare him with a German of the same class, and you will see the blessings of that system.

Let me take the example of a flax-spinning factory in a small town of southern Germany. There are 320 laborers employed in it, of whom 110 are male and 210 female. Among the first are included 12 boys from 14 to 16, and among the latter 30 girls from 14 to 16. As regards wages, the men are divided into three classes, according



to their age. Those aged from 16 to 20 earn 1s. 6d.; those from 20 to 28, 1s. 9d.; and those from 26 to 50, 2s. a day, or 9s., 10s. 6d., 12s. a week. A boy gets 11d. a day, or 5s. 6d. a week. The women, too, are divided into three classes, not according to age, but to the kind of work they do. They are aged from 16 to 40. The average wages for those doing rough work are from 1s. to 1s. 3d.; for finer work, 1s. to 1s. 4d., and for the finest, 1s. 6d. a day. The very best man laborer can earn 2s. and the very best woman laborer 1s. 9d. a day, or, respectively, 12s. and 10s. 6d. a week. These are shameful wages, considering the long hours they have to be at work, viz, from 6 till 12 o'clock, and from 1 till 6 o'clock in the evening—eleven hours a day, the wages for one hour's work being thus, for the best paid, a trifle more than 2d. Three hundred thousand yards of twine are made every day. From these wages 3s. are taken off every month for insurance against accidents and for old age. The life which those people lead is the most wretched, the food they get is scarcely good enough for dogs, and their morals are of the lowest.

The laborers in this and other manufactories in the town come from neighboring villages, and when you consider that the strength of a country lies in a sound agricultural population and in a sound family life, and that thousands of peasants every year are taken away from the plow and swallowed up by factories, the increase of national wealth and the progress of the manufacturing trade can scarcely be considered a blessing for a nation. What is the good of a few thousand individuals becoming enormously rich at the expense and by the misery of millions? Who is to look after the children at home if man and wife have to work in factories? And what will the offspring be like of those who do not even get enough of fresh air? Look at their pale, haggard faces, worn out by misery and vice. The English laborer is a free human being, the German one is a slave, a working machine. Woe to a country where those who ought to be free citizens are reduced to slavery! National health is national wealth.

JULIUS WEINMAN.

URACH, *October 31.*

#### EXHIBIT C.

The Times of India has been discussing the violations of the merchandise-marks act, Japan being a leading offender. Our contemporary says: "Their ingenuity during the year under review was mainly confined to the export of pencils, clocks, soaps, umbrellas, and matches, all of which were fraudulently marked. 'The English pencils of the Eagle Pencil Manufacturing Company, New York,' was the inscription on one large Japanese consignment, while an immense quantity of clocks bore the words 'The Waterbury Clock Company, U. S. A.,' whereas all of them were made in Osaka."

### SLATE PENCILS.

(Paragraph 357.)

#### VIRGINIA MANUFACTURERS MAKE AN URGENT APPEAL FOR HIGHER DUTIES.

CHARLOTTESVILLE, VA., *January 1, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

Few are aware of the fact that Germany furnishes the world with slate pencils, producing about a million and a half per day. The peculiar construction of the slate admits of its being turned into pencils at a very small cost. The German Government owns the principal quarries, which are worked largely by wards of the Government.

Some years ago slate pencils were made at Castleton, Vt., two or three plants were started in Pennsylvania, one at Lynnport and one at Slatington, two in Virginia, and at other points, and also a composition pencil factory in Tennessee and several other places, but for various causes the manufactories were discontinued, the chief cause being that while the American products were of a superior quality, yet owing to the German Government largely owning and operating its own works,



pencils could be imported, and owing to the low duty on them, sold cheaper than they could be manufactured in the United States.

Neither the consumer nor the United States Government have profited by the importation of these foreign goods, for the price by retail to the consumer has been about the same, whether manufactured in Germany or the United States, the importer or jobber making the difference in profits.

The aggregate amount of import duties has been so small as to but little more than pay the cost of collecting them. The duties only aggregated \$11,760.95 in 1891 and \$18,686.12 in 1893, a truly insignificant source of revenue for this Government, while the competition has, and will continue to stamp out an important infant industry of the United States and at the same time build up a government factory of a commercially hostile nation.

Our revenue for governmental purposes has to be raised from two sources, viz, internal revenue and from import or custom duties.

All agree that the import or custom duties should be so laid as to encourage our infant industries. Especially should this be the case when the consumer, or our children, get no advantage in the reduction of the price of the pencils used.

We do not think it out of place in this connection to call your attention to the fact that while Germany exports nearly all the slate pencils used in this country we are by no means called upon to show her any special favors in this matter. She has put an embargo on our importation of meats; has practically shut out our life insurance companies and other American products and enterprises; and, indeed, so far has she shown herself commercially hostile to the United States that it called forth recently a special proclamation from our President in order to properly protect American shipping interests against undue discrimination by Germany.

There is a very large deposit of slate of the very highest grade found in Albemarle County, Va.

Some nine or ten years ago a slate-pencil plant was started, which found a ready market for their pencils at a paying price, as, owing to the superior quality of their products, they sold for nearly double the price of the imported goods, to first hands upon their own merits, and retailed at about the same price as others. But the market would only take a limited amount of this class of goods, and the small amount that could be sold at this higher price would not justify running and the managers had to shut down, throwing 150 persons out of work in the Virginia factories alone.

About seven years ago a new company was organized and a second plant was started with ample capital to press the business, but they encountered the same trouble that their neighbors were having.

Each of these companies found that they had in abundance the finest quality of slate in the world for pencils, and they gave it the name of the "soapstone-slate pencil."

There was no doubt about the excellent quality and abundance of the slate, or of the perfect pencil they manufactured, and we would be now conducting, successfully, a paying enterprise, but for the competition of foreign goods imported without adequate duties.

After sinking about \$50,000 in operating their plant, they were compelled to succumb to foreign competition and close their factories, thus leaving a valuable lot of machinery to go to ruin.

The annual consumption of slate pencils in the United States is about 10,000 cases with 10,000 pencils to the case.



The McKinley tariff bill originally propose to place a duty of 12 cents per gross on slate pencils. But by the statement of a large importing concern that there were no slate pencils made in the United States to protect, the duty was cut down to 4 cents per gross.

We think that this was intended to read 4 cents per 100, as all slate pencils, both in this country and in Germany, are not put up by the gross, but are put up 100 in a box and 100 boxes to the case, and are thus quoted and sold to the trade. The exception to this being a few that are put up in small packages, such as those packed in the "scholars' companions," etc.

But be this as it may, these importers mislead the committee by stating that there were then no manufactories in the United States to protect, though as stated above there were several plants in the United States—two that we know of in Virginia—were then in operation.

As above stated, the annual consumption of slate pencils in the United States is about 10,000 cases. Of this amount, under the operation of the McKinley Act, there were imported in 1891, about 4,224 cases, and by 1893 it had increased nearly one-half, or to 6,227 cases, the balance being made in this country; but due to the inadequacy of protection afforded, the factories in the United States, one after another, were compelled to close. The duty under the McKinley Act at 4 cents per gross was \$2.80 per case, and it was still further reduced in the Wilson Act to about 70 cents per case, with the effect that in 1896 all the slate-pencil factories in the United States are shut down.

The reasons that it is so difficult for our plants to compete with Germans is found in not only the reasons already stated but also to the facts that the German slate is harder, their labor is not so well paid as ours, and the character of our stone is softer and does not stand so well the necessary pressure of the machinery, and therefore is much costlier to manufacture into pencils.

Under the McKinley Act it costs to produce and market in this country the first-class 6 inch slate pencils, which is the standard length from Germany, \$6.80 to \$7 per case, while the first-class American slate pencils cost to put it in our market about \$10.50 to \$11 per case.

The Virginia, or "soapstone slate pencil," does not scratch the slate, while many of the imported pencils badly scratch the slate and are often uneven in their composition. The same applies to slate pencils in wood.

We claim that while the American slate pencils costs the manufacturer more to perfect and market it, yet it is of a very superior quality and costs the consumer about the same retail price; that the duty is now so low on it as to practically to produce little or no revenue to the United States Government, and that unless a very considerable increase is made in the duty it will continue to preclude our citizens from investing their capital in the development of this important industry; and while we have an abundant supply of the best quality of slate in the world, and more than ample to supply the entire demand of 10,000 cases annually consumed in the United States, yet all our present plants must remain idle and no new ones will be started up, for capital will not embark in such risky enterprises, and our slate will be worthless.

In view of the above-stated facts, we feel justified in asking the following schedule of tariff rates:

#### SCHEDULE OF TARIFF RATES ASKED FOR.

On slate pencils a specific duty of not less than 10 cents per 100.

On pencils, wood, filled with slate or other composition for writing on the slate, a specific duty of 15 cents per 100.

On composition slate pencils a specific duty of 15 cents per 100.



And an ad valorem duty on cases and boxes for shipping pencils, as well as for small boxes or "scholars' companions" for holding pencils, as these enter largely in the cost of marketing pencils.

Also for a specific duty of 25 cents per 1,000 on slate prepared to manufacture wood pencils filled with slate.

L. W. COX & CO.,  
*Successor to Monticello Soapstone State Company.*  
 VIRGINIA SLATE PENCIL COMPANY,  
*Successor to the Albemarle Slate Company.*

## PIPES AND PIPE BOWLS.

(Paragraph 359.)

### STATEMENT OF MR. J. ROSS, OF PHILADELPHIA.

MONDAY, January 11, 1897.

Mr. Ross said: Mr. Chairman and gentlemen of the committee: I appear in the interest of smokers' articles, and especially clay pipes. We are about being driven out of the business, like a great many more, and the cost is what I want to speak of. The cost of making a gross of pipes in this country is about 35 cents. I believe the cost for the same pipes in Great Britain is about 20 cents. I am not so certain about the cost in Holland, but I know they are sold there for about 9 to 10 cents, so they must cost even less there. In Germany the cost is somewhere between these two figures.

We have a protection at the present time of 10 per cent on pipes valued at not more than 50 cents per gross. This makes a protection of about 1 cent on Holland pipes. So if this is not changed we will certainly have to go to Holland or some place else.

Mr. PAYNE. What was the duty by the McKinley bill?

Mr. ROSS. Fifteen cents per gross, specific duty, and that is what I am advocating now.

Mr. PAYNE. Has there been a large increase in the importation of clay pipes under the law of 1894?

Mr. ROSS. I think the importation has decreased on account of the dullness of business.

Mr. PAYNE. What has been the effect upon the wholesale price?

Mr. ROSS. The effect upon the wholesale price of these cheapest pipes is that they have increased, simply because there is less competition with the importation—that is, in Philadelphia especially, and there is no competition with domestic pipes.

Mr. PAYNE. If a man wants to buy a clay pipe at retail now, what does it cost him?

Mr. ROSS. One cent.

Mr. PAYNE. The same as before?

Mr. ROSS. Yes, sir.

Mr. PAYNE. So the benefit does not come to the workman, but the wholesaler?

Mr. ROSS. The dealers and the revenue would be increased from that source, but there would be no increase in price.

Mr. McMILLIN. There was a falling off in the importation in the last year?

Mr. ROSS. Yes.

Mr. McMILLIN. There was less imported this year than in 1893?

Mr. ROSS. I am so informed by some of the importers.



Since the repeal of the McKinley bill the business has been gradually decaying, and in a short time, under the same conditions, will altogether cease to exist.

The Wilson bill reduced the import duty from 15 cents specific to 10 per cent valorem, and the consequence has been that some of the factories have been closed up, and all of the others have been running on short time and at reduced wages. The work has been driven to European factories and the country is flooded with European goods. There has been less revenue derived from that source, and the consumer has received no benefit by the change. Pat still has to pay his penny for his pipe, whether the tariff is high or low.

Of the immense quantity of pipes used in this country there is not 10 per cent manufactured here; not for the want of knowledge or skill in the business, nor for the want of the right material to work with, but from an unhealthy condition caused through legislation.

We would therefore ask that the duty be changed from ad valorem to specific, and that the duty be not less than 15 cents per gross specific on all common clay pipes, as in the McKinley bill. Fifteen cents would no more than cover the difference in cost of the cheapest grades, and in other kinds would not near cover it. Fifteen cents on 144 pipes would make no difference in cost to the consumer, but would increase the revenue from that source.

We would further add that to increase the percentage of ad valorem duty would be of little real value to us, as the pipes in some parts of Europe are at such a low figure. We have no desire to have a duty to get any monopoly, but simply, as humble citizens, that we may have a fighting chance to earn our daily bread.

#### RATES RECOMMENDED.

NEW YORK, *January 2, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

The industry of manufacturing smokers' articles has been treated as follows: In 1883 we had a protection of 75 per cent ad valorem and \$1.50 per gross specific duty on all pipes and pipe bowls. This was cut down to 70 per cent, and under the present tariff to 50 per cent and no specific duty.

Under the present circumstances it is impossible for us to compete with the hand labor on the cheaper grades of wooden pipes used in large quantities in this country, over 80 per cent of which are imported. We therefore respectfully submit the following change of schedule:

On all wooden pipes and pipe bowls, 50 per cent and \$1.50 per gross.

On all other pipes, pipe bowls, and smokers' articles, not specially provided for, including cigar and cigarette holders, books, pouches, cigarette paper, cases, covers, fuses, lighters, etc., 50 per cent ad valorem.

Common clay pipes were reduced by the Wilson bill to 10 per cent, which you will agree is no protection and virtually no revenue. The duty was cut down simply as a pretense to give a poor man a pipe for a cent. They cost, including freight, without duty, about 30 cents per gross, and therefore can stand at least a specific duty of 25 cents per gross and still enable the poor man to get his pipe for a cent. If this should not meet your views you may drop the schedule on clay pipes entirely, and they would then come in under the schedule "On all other pipes and smokers' articles," and would pay 50 per cent ad valorem and thereby yield a proper revenue. Under the present tariff



neither the consumer nor the Government derives the desired benefit, but the dealer only.

Clay is found in almost every State in the Union, and common clay pipes, if properly protected, could easily be made here, thereby giving considerable employment in different sections of the country, as heretofore.

WM. DEMUTH & Co.

### THE DUTY ON COMMON CLAY PIPES SUFFICIENT.

NEW YORK, *January 5, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We beg to address you with reference to paragraph 359, Schedule N., sundries, in the tariff act of August 28, 1894, which reads as follows:

Pipes, pipe bowls, of all materials, and all smokers' articles whatsoever, not specially provided for in this act, including cigarette books, cigarette-book covers, pouches for smoking or chewing tobacco, and cigarette paper in all forms, fifty per centum ad valorem; all common tobacco pipes and pipe bowls, made wholly of clay, valued at not more than fifty cents per gross, ten per centum ad valorem.

Prior to the tariff bill of 1883, the duty on tobacco pipes and bowls was 75 per cent ad valorem, and \$1.50 per gross specific. By the act of 1883 this duty was changed to 70 per cent ad valorem, and the specific duty dropped. Under the act of 1894 this duty was changed to 50 per cent ad valorem, as you will notice, which has made it nearly absolutely impossible for the manufacturers of wood pipes in this country to compete in a great many lines of these goods, and this is especially the case with the lower grades of briar pipes, which in Europe are made by pauper and farm labor. Owing to this ruinous competition, this industry has suffered very much during the past few years, and the different manufacturers have struggled along, keeping their factories running with a very small force, on curtailed time, and considerably reduced wages, while during this time very large quantities of these goods have been imported. We therefore request, in the names the thousands of workmen and their families, and in view of the large capital invested in this industry, that you restore at least the specific duty of \$1.50 per gross, in addition to the present rate of the 50 per cent ad valorem duty on wood pipes, bowls, etc., as scheduled in paragraph 359.

The duty on common tobacco pipes and pipe bowls made wholly of clay, valued at not more than 50 cents per gross, we would respectfully advise as being sufficient, and these goods do not come in competition to any extent with American manufactures.

KAUFMANN BROS. & BONDY.

### IN BEHALF OF THOUSANDS OF WORKMEN.

PHILADELPHIA, PA., *January 6, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Previous to the act of 1883 the duty on wood tobacco pipes and bowls was 75 per cent ad valorem and \$1.50 per gross, which at that time was changed to 70 per cent and no specific duty, and again under the Wilson bill reduced to the present rate of 50 per cent ad valorem, rendering it absolutely impossible for the manufacturers of this country to compete in many, especially the lower grades of goods, which are



produced in Europe by pauper and farm labor. In consequence, this industry has suffered badly during the past few years, and the various manufacturers have struggled to keep their factories open with a small force of hands on short time and considerably reduced wages.

We therefore ask you, in the name of thousands of workmen and their families and the large capital invested in the wood pipe factories, to restore the much-needed \$1.50 per gross in addition to the present rate of 50 per cent ad valorem on wood pipes and bowls.

LEONARD NAX.

### AMERICAN AND GERMAN WAGES.

BROOKLYN, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The following figures will show the difference in wages between Germany and the United States, among those engaged in making pipes.

In Germany a man gets 9 cents for making a gross of pipes and a woman finisher gets 2 cents for a gross. Men working time work, such as potting, packing, and burning the aforesaid pipes, receive 50 cents per day.

In the United States a man gets 25 cents per gross for making, and a woman finisher receives 7 cents for finishing a gross. Time workers, such as potting, packing, and burning, receive \$1.25 per day.

ANDREW D. HUNTER.

### MEMORIAL SUBMITTED BY THE UNITED AMERICAN CLAY-PIPE ASSOCIATION OF THE UNITED STATES.

BROOKLYN, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Seeing that you are forming a new tariff bill, we would like to submit the following argument in behalf of the clay tobacco-pipe industry of this country. Since the Wilson bill became a law our trade has decreased 50 per cent, thereby causing the men to be thrown in competition with other labor. The above-mentioned bill reduced common clay pipes from 15 cents per gross to 10 per cent ad valorem which has placed us nominally on the free list, and has almost effectually crushed our industry, and it is a foregone conclusion with us that the pipe industry of this country would be a thing of the past in a few years under the present duties; therefore we appeal to you to save us from such an overwhelming calamity, and would beg to present for your impartial consideration the following arguments:

(1) By granting our request that the duty shall be no less than 25 cents per gross, you would not only protect American-made goods, but would do so at no extra cost to the consumer, the cost now being the lowest within the lowest medium of our currency, namely, 1 cent each for those in most general use.

(2) By increasing the import duty, and thus in some degree discouraging the importation of foreign-made pipes, this line of manufacture would be greatly stimulated in this country, and there would naturally spring up factories for their production in regions in which they could not now exist, and which are at present reached only by foreign goods. This is true of the entire South, the nearest home factories to that



portion of the country being situated in the city of Baltimore, and if we produced 60 per cent of what is consumed in the United States, which is under the average consumption of all other products in the United States, there would be employment for thousands.

(3) In \$1 worth of pipes there is 88 per cent of labor and 12 per cent of material.

(4) We advocate specific duties for the reason that in Europe there are so many different patterns of common clay pipes, and that they cost all the way from 1 to 15 cents per gross extra for making the different patterns, and there are numerous patterns which none but a practical mechanic could tell that there was any extra value attached to, and they all come assorted in one case. Therefore we respectfully ask that the form of duty be changed from ad valorem to specific, and that the said duty be not less than 25 cents per gross, specific.

THE UNITED AMERICAN CLAY TOBACCO PIPE EMPLOYERS'  
AND EMPLOYEES' ASSOCIATION OF THE UNITED STATES.

ANDREW D. HUNTER,  
*Secretary.*

## UMBRELLA AND PARASOL STICKS.

(Paragraph 361.)

### SPECIFIC RATES SUGGESTED BY THE WINTER & BALL MANUFACTURING COMPANY, OF JERSEY CITY.

JERSEY CITY, N. J., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned workers of wood, desire your attention to the insufficiency of the present duty on manufactures of wood; more particularly to the duty on umbrella and parasol sticks and handles, also walking canes. The present duty of 35 per cent ad valorem is so low as to entirely prevent the making of the better kind of goods, and very considerably displaces the cheaper and medium goods of our home manufacturers.

The goods are undoubtedly largely undervalued in the invoices, nor can appraisers prevent it on account of the great variety of styles, materials, and prices.

They are made from all kinds of material—from horn, ivory, pearl shell, bone, celluloid, and all kinds of wood in all forms. Many also are richly mounted with silver and other metals. Large numbers are works of art made as handles, hooks, nobs, and other ornaments hand painted on china, and dresden ware, offering large opportunities for undervaluation.

Many of these goods are articles of luxury, and should pay more duty to the Government, and incidentally afford better protection to home labor.

Nearly all the cost of the goods is from labor, and the difference in the cost of that grade of labor employed abroad or paid in the United States is from 100 to 150 per cent.

In these and other considerations, we submit that in addition to the present duty, there be added a special charge of \$1 per 100 on all umbrella and parasol sticks and handles and walking canes invoiced at 50 cents per dozen; over 50 cents and under 75 cents per dozen,



\$1.50 per 100; over 75 cents and under \$1 per dozen, \$2 per 100; over \$1 per dozen and under \$1.50, \$3 per 100; and all over \$1.50 per dozen, \$4 per 100.

WINTER & BALL MANUFACTURING COMPANY,  
F. W. WINTER, *Secretary*.

## PRINTERS' ROLLER COMPOSITION.

### MANUFACTURERS ASK FOR A HIGHER RATE OF DUTY.

NEW YORK, *December 21, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

The undersigned, a corporation organized under the laws of the State of New York and engaged in the manufacture of printers' rollers and printers' roller composition (used by printers where they want to make their own rollers) present the following state of facts:

The company has a large trade in the city of New York and country at large, extending from the seaboard to the Great Lakes and from Maine to Texas, has thousands of dollars invested in expensive plant, and uses in its business large quantities of high-grade glues and refined glycerin, both domestic and imported. That the duty on the imported glue is 25 per cent and on the glycerin is 3 cents per pound, equal at present to a duty of 20 per cent; that there are other manufacturers in nearly every large city engaged in the same business and many thousands of dollars of capital are invested and many thousands of dollars paid out to glue and glycerin manufacturers and as wages to workingmen. That there is imported into this country thousands of pounds of roller composition made in Europe and paying only a duty of 20 per cent, which is less than the duty charged on the raw materials of glue and glycerin, from which its material is made, to the great injury of the manufacturers of the raw materials in this country and also to the manufacturers of the finished product; therefore, the undersigned prays that the duty on printers' roller composition be fixed at the specific rate of 10 cents per pound in any new tariff law or by amendment to the tariff law now in force.

BINGHAM BROTHERS COMPANY,  
HERBERT M. BINGHAM,  
*President.*

Similar communications were received from O. J. Margrie, of New York City; Charles W. Crutsinger, of St. Louis, Mo.; Wild & Stevens, of Boston, and others.

## MISCELLANEOUS MATTERS.

### STATEMENT OF HON. JOHN B. CORLISS, A REPRESENTATIVE FROM THE STATE OF MICHIGAN.

MONDAY, *January 11, 1897.*

Mr. CORLISS said: Mr. Chairman and gentlemen of the committee, I represent, it seems to me, a district that is suffering the greatest from the evil effects of the Wilson bill. I desire to speak about a few important interests that it seems to me necessary to present in addition to the



statistics I file. We have one of the largest manufacturing interests of tobacco in the country, and at a meeting of the leading manufacturers of my city two weeks ago I was appealed to to ask that the law be so made as to enable the manufacturers engaged in the manufacture of tobacco to be honest men. They say that under the present law they are forced to be dishonest in order to manufacture tobacco. Under the present law the duty on wrappers is \$1.50 in boxes or bales if it is Sumatra wrapper.

Mr. EVANS. Do you mean manufacturers of tobacco, or do you mean manufacturers making cigars?

Mr. CORLISS. Makers of cigars and manufacturers of tobacco also. The filler comes in, if in bales, at 35 cents per pound. Eighty-five per cent of all of the tobacco wrappers or fillers that come in this country to-day are brought in under the 35-cent duty.

Mr. RUSSELL. You are speaking about Havana importations.

Mr. CORLISS. I am speaking about the wrappers and fillers——

Mr. PAYNE. Of all importations?

Mr. CORLISS. Of all importations of that character. The execution of the bill is of such character as to enable certain importers and manufacturers to secure their wrappers at 35 cents a pound, while the little fellows, the honest men, are compelled to pay \$1.50 a pound.

The CHAIRMAN. The law as it exists now allows 15 per cent of each package to be wrapper.

Mr. CORLISS. I believe so. These men appealed to me as a body to ask this committee to fix a positive specific duty on all imported tobacco and not attempt to make any distinction, because one of the greatest importers in this country stated to me that there was not one man in five thousand engaged in the tobacco business who could tell where the wrapper ended and the filler commenced, and that fraud would exist so long as there was a distinction made between the wrapper and the filler, and they ask that the duty be fixed at 50 or 75 cents per pound and that be made specific.

We are deeply interested in fish. Under the present law the American citizen may go to Canada and buy nets and permit the Canadians to do the fishing for him and import the goods into our country free of duty, which I think is a great injustice. Then, again, there is the item of chicory root, which is another manufacturing interest——

Mr. PAYNE. Is it not a fact in the Great Lakes nearly all the fish are right on the northern border.

Mr. CORLISS. They are.

Mr. PAYNE. So, to put a duty on fish in the fresh waters would really put a tax on the article of food without a corresponding benefit to the American fishers, because the fish can not be caught on this side on account of the habits of the fish.

Mr. CORLISS. You are mistaken in that. At least I will file some statistics to show that the duty which is asked will not interfere with the price of the fish.

Mr. PAYNE. I am informed that the habits of fish are such that they are all caught on the northern side in Canadian waters and not on our side?

Mr. CORLISS. In that I think the gentleman is mistaken, because we have large fish interests in our district and they catch them upon the American side.

In relation to chicory root it is on the free list, and I desire the committee will give the little interests which are at stake in my district consideration. To-day chicory root is imported into this country to



such an extent as to drive out the American industry in that line, and we are deeply interested in it.

In regard to the item of straw goods that are used in the manufacture of hats and other articles, we have employed in the city of Detroit several hundred men and women engaged in the work before straw goods were put upon the free list or straws used in the manufacture of these goods. We are absolutely unable to manufacture any in our district because of the tariff being removed.

It is asked by one of my very large manufacturing constituents that we not only protect wool and woollen goods, but that we preserve for our American farmer some advantages from the sheepskins to prevent their skinning us by importing the pelts free, and I will file statistics in reference to that.

Another large interest which I represent is deeply interested in the manufacture of gelatin and ammonia, and he files with me sufficient data to warrant the committee in placing those articles on the dutiable list to protect the interests involved. I will file the papers with the committee which I think cover all of these subjects in addition to many others which have been presented to me.

Thanking you for the attention you have given me, I will not detain you longer.



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FREE LIST.

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RECIPROCITY

AND

MISCELLANEOUS MATTERS.

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# THE LIST

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1917



## FREE LIST—RECIPROCITY AND MISCELLANEOUS.

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### ALIZARIN AND ANILINE COLORS.

(Paragraph 368.)

#### STATEMENT SUBMITTED BY MR. J. R. MUURLING, OF NEW YORK CITY.

NEW YORK, *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

I respectfully submit the following statement to the chairman and members of the Committee on Ways and Means:

1. My name is I. J. R. Muurling, No. 77 William street, New York. I am interested in the corporation called the Farbenfabriken, vormals Friedr. Bayer & Co., manufacturers of alizarine and aniline colors and pharmaceutical products, in Elberfeld, Germany.

I am president of the Farbenfabriken of Elberfeld Company, incorporated under the laws of the State of New York, importers of aniline and alizarine colors; and I am also a codirector of the Hudson River Aniline Color Works, Albany, N. Y., manufacturers of aniline colors.

In these three capacities I have, therefore, personal knowledge as to the manufacture of colors abroad, the importation of colors into the United States, and the manufacture of colors in the United States.

2. Alizarin colors are now on the free list. They have entirely displaced madder, and are displacing indigo and other coloring matters. They are those colors which, when dyed with a mordant, are fast to light, fulling, etc. At present there are alizarine red, alizarine blue, alizarine black, alizarine brown, alizarine yellow, etc. The manufacturers of woolen fabrics use them extensively; and since the selling prices of these colors are pretty much the same here as in Europe, the textile industry is not handicapped in this respect, for these alizarine colors are free of duty all the world over.

When in 1894 the discussion on the Wilson bill took place, a number of woolen manufacturers wrote letters to our predecessors, stating clearly that it was to their interest that the alizarine colors should remain on the free list. Copies of these letters, representing an aggregate capital of \$12,000,000, go herewith. The conditions that existed in that year still prevail, with the difference, however, that the competition against the woolen fabrics imported from England and Germany is now still more severe than it was then. If, therefore, a duty were placed on alizarin colors, the woolen manufacturers to this extent would be less able to compete with their fabrics against the imported goods, and thus compelled to give up the use of these colors and adopt inferior dyes. In this case they would be still less able to sustain successfully this severe competition, for their goods would be inferior in color to the imported article.



The Government of the United States is also interested in the alizarine dyes, for we are at present dyeing cloth for the army with alizarines, and demonstrating that these colors are superior and at the same time cheaper than indigo-dyed cloth. A duty on alizarine would make this impossible.

In Europe alizarines are used to a certain extent, although not to a large extent in the manufacture of lakes. It seems that the lake manufacturers in the United States can best meet this competition by following the European example and also manufacturing some of their paints from alizarine colors. A duty placed on alizarine would also make this proceeding impossible.

No alizarine whatever is made in this country, for the following reasons:

(a) The manufacture of this article is extremely difficult and complicated, requiring well-trained, skilled chemists. There are at present no schools or universities in the United States where chemists can be sufficiently trained for that purpose, and it may be well to mention here that the same is the case in England and France. Alizarine colors were invented in England. From there the industry went immediately to France, where at that time the best chemists were, but a little later the Germans took it in hand, and now it may be said that the whole industry is in the hands of the Germans. The schools and universities in that country offer the best advantages for the training of chemists, so much so that alizarine, which is made from anthracene, is made almost exclusively in Germany, although the raw material, anthracene, is principally derived from English gas works. There is only one alizarine works of importance in London, and this exists because the principal consumers of alizarine red are the proprietors of this manufactory.

It might be possible to import chemists into this country, but experience has taught that imported chemists get out of the educational atmosphere existing in Germany after a short time, and seem to lose touch with their science and recede in knowledge. I think that if a college were established for the training of high-class chemists it would take from twenty to twenty-five years before a satisfactory result could be obtained.

(b) The raw material from which alizarine is made, viz, anthracene, is not obtainable in the United States, and would have to be imported, while caustic alkali, which enters largely into the manufacture of alizarine, costs in the United States four times as much as in Europe.

(c) The selling price of alizarine colors is so near the cost of production that only a few old-established works that understand the industry thoroughly manufacture them. In order, therefore, to make alizarine in the United States, it would be necessary to import the chemists, the machinery (which is very extensive and expensive), and the raw material, and the finished article, therefore, would be far too expensive for use. I have not mentioned here the much higher labor, which, however, plays a very important rôle in the calculation of the cost. The manufacturers of woolen and cotton fabrics would have to go back, therefore, to indigo. They would be less capable of competing against imported goods, and the result would be, that there would be no industry in the United States, and that no alizarine would be imported from abroad.

3. Aniline colors pay at present 25 per cent duty, and embrace everything that is not in an alizarine color. There are several classes of these aniline colors, such as benzidine colors, diamine colors, which are practically identical with benzidine colors, basic colors, etc.

The 25 per cent duty derived from the importation of these colors amounted in the last fiscal year, if I am not mistaken, to, roughly



speaking, \$740,000, which is equal to an imported value of about \$3,000,000.

The manufacturers of aniline colors in the United States have expressed the desire to raise this duty to 35 per cent. There are three manufacturers of aniline colors in the United States, namely, the Hudson River Aniline Color Works, Albany; Heller & Merz Co., New York, and the Schoelkopf Aniline and Chemical Company, Buffalo. The first named has always been the most successful, having paid dividends for several years following of 25 per cent. I have good reason for stating that this company employs about twelve men in connection with manufactured aniline colors, and that their turnover of aniline colors manufactured by themselves amounts to about \$100,000 per year. The two other companies are much smaller, Heller & Merz not larger than one-half. They employ about seventy men, but this principally for the manufacture of ultramarine. I do not think that the total number of men employed in the three works for aniline colors is over thirty-six, and that the total sales of colors manufactured in these works is more than \$300,000 per year. Although these concerns had the advantage of a 35 per cent duty on aniline colors in the McKinley and former bills, and of 25 per cent under the Wilson bill, they have never been able to develop into anything important.

A very small number of people, therefore, would be interested in the result of any comparatively slight increase in the price, while a very large number of persons, to wit, all those connected with the textile industries, are interested in having the prices at a minimum.

Assuming that the duty were 35 per cent, what would be the situation? Since with the 25 per cent duty the revenue amounted to \$740,000, if the importation remain the same, with the 35 per cent duty, the revenue would be about \$1,030,000, which shows a difference of about \$290,000 more revenue. The foreign manufacturer could not pay this, for the simple reason that the competition among the manufacturers is keen and does not allow of anything like such inroads into the very moderate profits. The manufacturers of aniline colors in this country would not pay it, for they claim the extra 10 per cent is protection for their very existence. It is, therefore, the consumer that must pay. If the consumer would pay the difference in price, I am of opinion that the importation would not diminish, and then there would result little advantage to the manufacturer in the United States. The importation during last year amounted to \$3,000,000, to which has to be added the duty paid of \$740,000. Against this the home manufacturer only made about \$300,000, or about  $7\frac{1}{2}$  per cent. They would, therefore, only participate in the higher prices, caused by a higher duty to that extent of  $7\frac{1}{2}$  per cent, or not quite \$22,000, a sum which can scarcely be claimed as a sufficient protection for the existence of an industry.

The reasons why these small works can not become very great are very much the same as those that militate against an alizarine industry. The chemists have to be imported. The most important of the raw materials, such as aniline oil and toluidine, have to be imported from abroad, and it is probable that the production of these articles in the United States would be, at any time, very precarious, since the production of suitable coal tar is extremely uncertain.

It is probable, however, that with an increased duty on aniline colors the importations would diminish, for the simple reason that in many cases the consumer can not possibly pay anything more for his colors than he is doing now, and under these circumstances, the protection of the manufacturers of aniline colors in the United States would prove also a chimera.



4. Specific duties: It has been proposed to alter the duty from an ad valorem duty to a specific duty. I beg to state, however, that there are hundreds of distinct colors, the prices of which vary from 15 cents to \$3 per pound. A uniform specific duty would, therefore, be disastrous for the cheaper and advantageous for the dearer colors. The consumption of the cheaper colors being enormously larger than that of the dearer colors, a specific duty would be an objectionable burden to the textile industry without raising the revenue, or what is more likely to be the case, much less would be imported, and the revenue would, therefore, be lowered very much.

In conclusion I beg to submit—

First. That it would be in the interest of the textile industry, in which millions of dollars are engaged, and which employs thousands and thousands of workmen, if both alizarine and aniline colors were considered raw materials and placed on the free list. In this manner the textile industry would be better able to compete against the imported goods from England and Europe generally, where alizarine and aniline colors are everywhere free of duty.

Second. That even under those circumstances, i. e., if alizarine and aniline colors were placed on the free list, the small home industry could continue.

Third. That if the question of placing all the colors on the free list is not considered, certainly all alizarine colors should remain there, because they are an absolute necessity for the textile industry, and it is a practical impossibility to manufacture them in this country.

Fourth. That in that case the now existing duty of 25 per cent ad valorem on aniline colors should not be raised at all, so as not to unnecessarily disturb the business of the textile industry.

I. J. R. MUEHLING.

#### RECAPITULATION.

The following figures represent the capital invested in the woolen mills from whom we received letters in reply to our letter dated May 23, 1894:

|                                                |            |
|------------------------------------------------|------------|
| Middlesex Company.....                         | \$750,000  |
| Assabet Manufacturing Company.....             | 1,000,000  |
| Arlington Mills.....                           | 2,000,000  |
| Washington Mills Company.....                  | 2,000,000  |
| The National and Providence Worsted Mills..... | 300,000    |
| Burlington Woolen Company.....                 | 800,000    |
| Globe Woolen Company.....                      | 300,000    |
| Worumbo Manufacturing Company.....             | .....      |
| Sawyer Woolen Mills.....                       | 1,000,000  |
| Blackinton Company.....                        | 250,000    |
| Woonsocket Mills.....                          | 60,000     |
| L. W. Faulkner & Sons.....                     | 400,000    |
| Talbot Mills.....                              | 300,000    |
| Webster Woolen Company.....                    | 100,000    |
| North Adams Manufacturing Company.....         | 200,000    |
| The New England Company.....                   | 240,000    |
| Rock Manufacturing Company.....                | 200,000    |
| Worcester Woolen Mill Company.....             | 90,000     |
| Collins Mills.....                             | 75,000     |
| Stirling Mills.....                            | 100,000    |
| Weybosset Mills.....                           | 350,000    |
| Harris Woolen Company.....                     | 800,000    |
| Standish Worsted Company.....                  | .....      |
| Germania Mills.....                            | 150,000    |
| Lawrence Dye Works.....                        | .....      |
| Plymouth Woolen Company.....                   | 350,000    |
| North Andover Mills.....                       | 250,000    |
| Total.....                                     | 12,065,000 |



EXTRACTS FROM LETTERS REFERRED TO IN OUR LETTER TO HON. NELSON W.  
ALDRICH, UNITED STATES SENATE, DATED JUNE 23, 1894.

[Middlesex Company, Lowell, Mass., \$750,000.]

Alizarine colors have in their use supplanted madder almost completely and indigo to a very large degree since alazarine blue has been placed upon the free list. Inasmuch as the larger part of the product of this company is blue cloth adapted for military and uniform purposes, we necessarily consume large quantities of both alizarine and indigo. Both are used in the cloth made for the United States Army, United States Navy, and United States Post-Office Department, as being the fastest known colors. For such goods aniline colors would not be tolerated for a moment, and if used would cause the rejection of the contract therefor. Aniline colors are for the class of goods we manufacture entirely useless, being too fugitive, as is easily demonstrated. Even a suspicion of the use of aniline would immediately condemn the goods. We shall be glad to give you any further information upon this subject at any time.

Yours, very truly,

O. H. PERRY, *Treasurer.*

[Assabet Manufacturing Company, Maynard, Mass., \$1,000,000.]

The use of alizarine colors in the manufacture of woolen goods has greatly increased since alizarine blue was made free of duty, taking the place of madder and indigo to a considerable extent in the coloring of woolens. We use alizarine colors where we could not use aniline colors, as the aniline colors are not as fast to fulling, scouring, and the light. We could not use aniline colors with nearly as good results as alizarine.

Yours, truly,

ASSABET MANUFACTURING COMPANY,  
L. MAYNARD, *Agent.*

[Arlington Mills, Lawrence, Mass. \$2,000,000.]

We use alizarine colors in dyeing men's wear worsted goods as a substitute for indigo. We have very largely increased the use of these colors since they were put upon the free list. We could not use aniline colors where we use the alizarine, as anilines are not fast colors and the alizarines are.

Yours, very truly,

WM. WHITMAN, *Treasurer.*

[Washington Mills Company, Lawrence, Mass. \$2,000,000.]

We would say that we are using alizarine colors on our woolen goods much more extensively than we were able to do before they were placed on the free list, owing to their considerably reduced price. We are using these colors on goods where no aniline colors with which we are acquainted could be accepted as satisfactory, and we believe that there are no aniline colors yet manufactured which would replace them with anything like satisfaction. We certainly could not use any aniline colors which we have as yet seen to replace alizarine blue. We believe there is none which would really replace it at any price.

Yours, truly,

WASHINGTON MILLS COMPANY,  
E. P. CHAPIN, *Agent.*

[The National and Providence Worsted Mills, Providence, R. I. \$300,000.]

In answer to your first question—you ask, "Are not alizarine colors used more extensively in the manufacture of woolen goods in place of madder and indigo than previous to alizarine blue being on the free list?" we would say yes. In answer to your second question, "Does not the consumption of alizarine colors in your goods go where you could not use aniline colors on account of the latter not being as fast to fulling, scouring, and light?" we would answer this question in the same way as above, yes.

Yours, truly,

THE NATIONAL AND PROVIDENCE WORSTED MILLS.



[Burlington Woolen Company, Winooski, Vt. \$800,000.]

Alizarine colors are used where aniline colors are not practical, and are largely used as a bottom for indigo because of the great fastness of alizarine and the fact that the indigo color wears more permanently bottomed with alizarine than if made with pure indigo; that is, it does not turn white under friction as readily, or anywhere near it, with the alizarine bottom as without it.

Yours, truly,

F. C. KENNEDY, *Secretary.*

[Globe Woolen Company, Utica, N. Y. \$300,000.]

Alizarine colors go where we could not use anilines because the latter are not so fast to scouring, fulling, and light as the former.

Yours, truly,

ROBT. MIDDLETON, *Treasurer.*

[Worumbo Manufacturing Company, Lisbon Falls, Me.]

In answer to your question, "Are not alizarin colors used more extensively in the manufacture of woolen goods in place of madder and indigo than previous to alizarine blue being on the free list?" we would answer yes. Replying to your question, "Does not the consumption of alizarine colors in your goods go where you could not use aniline colors on account of the latter not being as fast to fulling, scouring, and light?" we answer yes. Answering your question, "Could you use aniline colors with as good results as alizarine blue?" we answer no.

Yours truly,

WORUMBO MANUFACTURING COMPANY,  
JOHN BALLANTYNE, *Agent.*

[Sawyer Woolen Mills, Dover, N. H. \$1,000,000.]

Would say that we are of the decided opinion that the alizarin dyes should not be classified with anilines and be subjected to a duty of 25 per cent in the tariff bill that is now being considered by Congress. We use alizarins very largely in place of logwood and other dyes, and to a considerable extent in place of indigo. We do not use aniline colors, as they are too fugitive for our use. Alizarines are our most reliable dyes next to madder and indigo.

Yours, very truly,

C. H. SAWYER, *President.*

[Blackinton Company, Blackinton, Mass. \$250,000.]

In answer to your question, "Are not alizarine colors used more extensively in the manufacture of woolen goods in place of madder and indigo than previous to alizarine blue being on the free list?" we answer yes, decidedly, with us. We now use no madder, alizarines having replaced it. We also use larger quantities of alizarine blues in place of logwood than we previously used, because the alizarine colors are far more fast than logwood colors. Answering your second question in regard to the consumption of alizarine colors going where we could not use aniline colors, etc., we beg to say we do not use aniline colors at all on account of their fugitive nature, alizarine colors having replaced them in all-men's-wear mills pretending to make fast colors. Answering your last question, if we could use anilines with as good results as alizarine colors we would say we could not use aniline colors at all. The placing of alizarine colors on the free list was a great boon to the manufacturers of this country who are making reliable goods. We have used them long enough to get more or less reputation on our colors for fastness to light, and to fulling.

O. A. ARCHER, *Treasurer.*

[Woonsocket Worsted Mills, Woonsocket, R. I. \$60,000.]

Our trade, viz, manufacturing of woolen and worsted goods for suitings, demands that our goods be all dyed with the very best of alizarine dyes, because the aniline colors are so fugitive against light that they are useless for our trade. Aniline colors are used mostly for carpet yarn, knitting yarn, and dyeing white. Aniline colors are not used for the same industries as alizarine colors, and certainly they should not be classified together.

WOONSOCKET WORSTED MILLS.



[L. W. Faulkner & Sons, Lowell, Mass. \$400,000.]

Yes; the alizarine colors are used more extensively in dyeing our goods in place of madder and indigo than previous to alizarine blue being on the free list. Yes; the consumption of alizarine colors in our goods goes where we could not use aniline colors on account of the latter not being as fast to fulling, scouring, and light.

L. W. FAULKNER & SONS.

[Talbot Mills, North Billerica, Mass. \$300,000.]

Alizarine colors are vastly preferable to aniline where fastness to fulling, scouring, and light are necessary, as they are in high-class goods. Aniline colors can not take the place of alizarine colors where fastness is necessary.

FRED. S. CLARK, *Treasurer*.

[Webster Woolen Company, Sebattus, Me. \$100,000.]

In the manufacture of woolen cashmeres the alizarine colors have almost completely taken the place of madder and to a great extent been substituted for indigo. We use largely of alizarine in making all our colors. We do not use aniline, because its colors are too fugitive for men's wear. A duty of alizarine would be a serious discrimination against the American manufacturers of woolen goods and in favor of his foreign competitors. It would be a duty on a raw material not made in this country.

CHAS. BIGELOW, *General Manager*.

[North Adams Manufacturing Company, North Adams, Mass. \$200,000.]

Alizarine colors have been a great blessing to the people who wish to wear clothes more than one season. We would be unable to find a substitute for them. We use 100 barrels where we used 1 barrel a year or two ago. It was wicked to see a good cloth all faded out before it was half worn out. We could not use aniline colors in place of alizarines. The people would not submit to it. Aniline colors would not do for men's wear goods.

Yours, truly,

THOS. W. SYKES, *Superintendent*.

[The New England Company, Rockville Conn. \$240,000.]

We say that alizarine colors are used more extensively in the manufacture of woolen goods in place of madder and indigo than previous to alizarine blue being on the free list. We are using alizarine colors largely where we can not use aniline colors, because the aniline colors are not fast to either fulling, scouring, or light.

Yours, truly,

A. R. HAMMOND, *Treasurer*.

[Rock Manufacturing Company, Rockville, Conn. \$200,000.]

Answering your questions: "Are not alizarine colors used more extensively in the manufacture of woolen goods in place of madder and indigo than previous to alizarine blue being on the free list?" we answer, yes. "Does not the consumption of alizarine colors in your goods go where you could not use aniline colors on account of the latter not being as fast to fulling, scouring, and light?" We answer, yes.

ROCK MANUFACTURING COMPANY,  
H. L. JAMES, *Treasurer*.

[Worcester Woolen Mills Company, Worcester, Mass. \$90,000.]

Answering your questions: "Are not alizarine colors used more extensively in the manufacture of woolen goods in place of madder and indigo than previous to alizarine blue being on the free list?" We answer yes. "Does not the consumption of alizarine colors in your goods go where you could not use aniline on account of the latter not being as fast to fulling, scouring, and light?" We answer yes.

WORCESTER WOOLEN MILLS COMPANY,  
Per FAY.



[Collins Mills, Collinsville, Mass. \$75,000.]

For more than twenty years I have experimented with aniline colors to try and find something that would take the place of alizarine blue, without success. Under no circumstances would I try to substitute aniline colors for alizarine where I wanted my colors fast to light.

Yours, truly,

MICHAEL COLLINS.

[Stirling Mills, Lowell, Mass. \$100,000.]

We can not use aniline colors in place of alizarine in any event.

Yours, truly,

C. D. HOLDEN.

[Weybosset Mills, Providence, R. I. \$350,000.]

Alizarine colors stand the process of fulling and scouring and subsequent exposure to light much better than aniline colors. We have virtually abandoned the aniline colors on account of these defects, and we would not return to their use.

Yours, truly,

TAFT, WEEDON & Co., *Agents*.

[Harris Woolen Company, Woonsocket, R. I. \$800,000.]

We use alizarine colors very generally in the manufacture of woolen goods in the place of madder and indigo, and much more extensively than previous to alizarine blue being on the free list.

Yours, truly

HARRIS WOOLEN COMPANY,  
JOS. E. CLARK, *Treasurer*.

[Standish Worsted Company, Plymouth, Mass.]

It is entirely out of the question for us to go back to the use of aniline dyes. The day of questionable colors has gone by.

GEO. MABBETT, *Treasurer*.

[Germania Mills, Holyoke, Mass. \$150,000.]

In reply to your question: "Does not the consumption of alizarine colors in your goods go where you could not use aniline colors on account of the latter not being as fast to fulling, scouring, and light?" We answer, yes. "Could you use aniline colors with as good results as alizarine blue if the latter was placed on the free list?" We answer, no.

Yours, truly,

GERMANIA MILLS,  
WM. MAUER.

[Lawrence Dye Works, Lawrence, Mass.]

We would say that both indigo and madder have to a very large extent been substituted with alizarine colors since present comparative low prices of these articles have been ruling. Aniline colors can in no way be compared with alizarine colors where fastness to fulling, scouring, and light is desired.

LAWRENCE DYE WORKS.

[Plymouth Woolen Company, Plymouth, Mass. \$350,000.]

Alizarine colors are used now almost wholly in place of indigo and madder in woolen goods for men's wear, owing no doubt largely to their being on the free list. Alizarine colors are fast, aniline colors are fugitive. Aniline colors on this account can not be made to take the place of alizarine.

Yours, very truly,

PLYMOUTH WOOLEN COMPANY,  
R. E. DOUGLASS, *Agent*.



[North Andover Mills, North Andover, Mass. \$250,000.]

Alizarine colors are used to-day more extensively in the manufacture of woollen goods in the place of madder and indigo than previous to alizarine blue being on the free list. Also the alizarine colors in our goods are used in places where it is impossible to use aniline colors on account of the latter not being fast in fulling, scouring, and light. We can not use aniline colors with as good results as alizarine.

Yours, truly,

NORTH ANDOVER MILLS,  
J. H. SUTTON, *Treasurer*.

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LETTERS RELATIVE TO PRESENT TARIFF REVISION.

LOWELL, *January 6, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY, *Boston.*

DEAR SIR: Yours of the 4th received. This matter has been the subject of much thought with me since election. A general advance on aniline colors would result in a serious disarrangement of prices to all dyeing concerns. The export trade is an element that should not be lost sight of in this connection. I am opposed to an increase of duty, and am willing to spend some time in Washington in this matter if I am needed. I would suggest the following plan that inasmuch as many anilines are the subject of letters patent that it would be impossible to manufacture them without some deal with the owner of the patent; hence it appears to be a good policy to tabulate these colors, as well as those made in this country. Why can not a duty be levied upon colors made in this country, and some rule giving a duty on proposed manufactured colors, provided the manufacturer will give a bond to turn out a certain amount of product?

I will call at your office and talk this matter over with you Saturday morning, as I am much interested.

Very truly,

F. T. WALSH.

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HOLYOKE, MASS., *January 6, 1897.*

FARBENFABRIKEN COMPANY, *Boston, Mass.*

GENTLEMEN: In reply to your favor of the 4th regarding the increase of duty on aniline colors, we would say most decidedly that it would be quite a detriment to the cotton textile industry of this country, as they are now working to a disadvantage on account of what duty we have, thereby allowing the foreign manufacturers quite an advantage in not being obliged to pay any duty on colors. The manufacturers of this country are already burdened enough, and our opinion would be that it would be much more to the advantage of the manufacturer to have less rather than to have more duty. We trust that the Committee on Ways and Means, now in session in Washington, will not increase the duty on aniline colors.

Yours, truly,

D. MACKINTOSH & SONS COMPANY,  
CHAS. E. MACKINTOSH, *Agent*.

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WALTHAM, MASS., *January 6, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: Replying to your inquiry of the 4th instant, beg to state that, in our opinion, the increase of duty on imported aniline colors from 25 to 35 per cent would increase the difficulty of competition against imported work wherever competition of this nature might exist.

Very truly, yours,

G. E. JORDAN, *Agent*.

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PAWTUCKET, R. I., *January 6, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: Your favor of 4th instant is received in regard to the new tariff bill, in which somebody proposes to increase the duty on aniline colors from 25 to 35 per cent ad valorem.

In our opinion it would be a great mistake to increase the duties on any aniline colors at the present time especially, and we very much doubt if it will ever be of any advantage to the textile industry of this country to so increase them.

The competition is already strong in the lines of business that use these colors, and to increase the cost of what are to us the raw materials is an additional burden that we ought not to be compelled to bear.

Yours, truly,

WM. STANTON DUNNELL, *Treasurer*.



ATTLEBORO, MASS., *January 7, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: We are pleased to know that you are making an effort to prevent any increase of duty on aniline colors, for the reason that an increase of duty would mean a corresponding increase of price to the consumer, which in our opinion would be detrimental to the manufacturing interests of this country. Trusting that you will be successful in your efforts, we remain,

Yours, truly,

R. WOLFENDEN & SONS.

BOSTON, *January 7, 1897.*

Mr. F. A. GOODHUE,  
*Manager Farbenfabriken of Elberfeld Company, Boston, Mass.*

DEAR SIR: Yours of the 4th instant duly received. Beg to say that, in my opinion, the proposed increase of duty on aniline colors is a mistake, and should such a bill be passed may lead to serious loss to this company by compelling it to pay more for these necessary articles. With existing low prices for our production, we have for a long time run our mills at a very small margin of profit to the stockholders rather than to break up our good organization of employees, as well as to entail expense in the extra overhauling of machinery.

Yours, very truly,

DEXTER N. RICHARDS, *Treasurer.*

BOSTON, *January 7, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

DEAR SIR: We have received your favor of the 4th instant in which you inform us that an effort is being made in Washington, with the Committee on Ways and Means, to have alizarines in the next tariff removed from the free list.

In reply we would say that if a duty is placed on alizarine colors it will necessitate our giving up the use of the same and return to indigo. As the greater part of the product of this company is blued cloth adopted for military and uniform purposes, we necessarily consume large quantities of both alizarine and indigo. Both are largely used in cloth made for the United States Army, United States Navy, and United States Post-Office Department, as being the fastest known colors.

We therefore should not be able to use aniline colors if we were obliged to give up the use of alizarine, in case of a duty being added to the same. The aniline colors would not be tolerated for a moment in goods we make for Government, as they are fugitive compared with alizarine colors.

As we understand, alizarine colors are not made in this country, and a duty placed upon the same would put us to a great disadvantage in competing against foreign goods that were dyed with alizarine colors, which are free of duty in Europe.

We hope you will be successful in your hearing before the Ways and Means Committee, in showing how extremely detrimental to the woolen industry of this country it would be if alizarine colors were taken from the free list and a duty placed on the same.

Yours, very truly,

O. H. PERRY, *Treasurer.*

BOSTON, MASS., *January 7, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: We have received your letter of the 2d of January, 1897, in which you inform us that an effort is being made in Washington with the Committee on Way and Means to get the alizarines in the next tariff removed from the free list. You suggest that it would be to the disadvantage of the woolen mills if a duty were placed on alizarines, and you ask us to give you our opinion on this important subject.

It is our opinion that the competition to which the woolen mills in this country are subjected by the importation of foreign fabrics would be made much more severe than it is now even if a duty were placed on alizarines. The use of these colors has almost entirely displaced indigo in Europe, and they are making rapid strides in this country as well.

It is scarcely necessary to mention here the enormous amount of capital employed in the woolen industry in this country and the thousands of hands that get their daily livelihood from this industry.

In order to compete successfully against foreign fabrics it is necessary that we should be placed on a similar footing; and considering that all the alizarines are free of duty in Europe, we are certainly of the opinion that a duty placed upon alizarines in this country would be extremely detrimental to our business.

Yours, truly,

WM. M. WOOD, *Treasurer.*



WOONSOCKET, R. I., *January 6, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

DEAR SIR: Your favor of January 4 received, and we shall be very pleased to comply with your request. We certainly think it would be very detrimental to the woolen business to place a duty on alizarin colors that are now on the free list. The people demand that their goods shall be dyed with fast bright colors which can not be made without the aid of alizarines. As we must use these foreign alizarines, a duty on same would certainly advance the price considerably, which would certainly prohibit the use of them to a great extent, and this, of course, is not desirous, as, for the advancement of the people, country, and woolen industry, we should use the best dyes obtainable.

The alizarin colors are the most valuable and widely used of colors, and it would certainly be a great pity to have anything done which would cause them to be used less than they are at the present time. We think a duty put on same would cause them to be used less.

We sincerely hope that you will be able to convince the members of the Ways and Means Committee that it is for the best interest of the country to keep these alizarin colors on the free list.

Yours, very truly,

DUNN WORSTED MILLS,  
E. S. DUNN, *Treasurer.*LOWELL, MASS., *January 6, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

DEAR SIR: We understand that an effort is being made before the Committee on Ways and Means to have the duties on analine colors increased from 25 to 35 per cent ad valorem, and we hope that you will be able, by placing the facts before the committee, to prevent such a change, and we believe that any duty placed on alizarine colors which are now on the free list would be extremely detrimental to the woolen industry.

Yours, very truly,

L. W. FAULKNER &amp; SONS.

PROVIDENCE, R. I., *January 6, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: We are in receipt of your circular letter dated the 4th instant relating to the tariff on alizarines. We desire to say that it would seem to us that again placing a duty on alizarines or products of alizarines would be a serious mistake, and work untold injury to all worsted and woolen manufacturers, and we sincerely trust that no such action will be taken by the framers of the proposed new tariff measures.

Thanking you for drawing our attention to the matter, we remain,

Truly yours,

RIVERSIDE WORSTED MILLS,  
Per J. G. DOLBEL.PLYMOUTH, MASS., *January 6, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN; In reply to the inquiries in your favor of the 23d ultimo, would say:

(1) Alizarine colors are used now almost wholly in place of indigo and madder in woolen goods for men's wear, owing, no doubt, largely to their being on the free list.

(2) Alizarine colors are fast and aniline colors are fugitive. Aniline colors on this account can not possibly be made to take the place of alizarine.

(3) Twenty-five per cent duty on alizarine (with indigo free) would no doubt compel many manufacturers to return to indigo on account of cost. This would be a serious misfortune, as alizarine is a more convenient color to work than indigo, the process being a less complicated one.

(4) We could not use aniline colors with as good results as alizarine blue if the latter was on the dutiable list at 25 per cent, or even if the latter was free. The former can not take the place of the latter in most woolen goods under any circumstances.

Yours, very truly,

PLYMOUTH WOOLEN COMPANY,  
R. S. DOUGLASS, *Agent.*



WALPOLE, MASS., *January 7, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: We understand there is an effort being made before the Committee on Ways and Means, now sitting in Washington for the purpose of forming a new tariff bill, to increase the duty on aniline colors from 25 to 35 per cent ad valorem.

As consumers of aniline colors, and with a knowledge of their use here in this country, we hope that the question of counteracting this movement will be agitated, inasmuch as we can state from our experience, and from what we know pertaining to these matters, that this price will certainly be detrimental to the cotton textile industry in this country. With all the burdens imposed upon them now, this would be only one more, and it would seem as if they could not stand much more in this direction. Therefore, as above said, we certainly hope that the proper and just influence will be brought to bear to prevent this being put into any new tariff bill and becoming a part of the same as a law.

We remain, yours, very truly,

S. GRAY & Co.,  
Per S. GRAY.

PAWTUCKET, R. I., *January 7, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: We are in receipt of your favor of the 4th instant, in which you state that an effort is being made before the Committee on Ways and Means, now sitting in Washington for the purpose of making a new tariff bill, to increase the duty on aniline colors from 25 to 35 per cent ad valorem.

In reply to this would say that we share your views in this matter, that an increase of duty on aniline colors causing a corresponding increase in price of these colors would be detrimental to the cotton textile industry. Considering the fact that the English, German, and French manufacturers pay no duty on colors, and that, therefore, every additional burden laid upon the manufacturer in this country makes the competition against imported goods all the more difficult, it seems to us that an increase of duty at this time ought not to be made.

It is our opinion that a duty of 25 per cent is sufficient protection on these colors, and from our standpoint we should be in favor of a decrease rather than an increase of duty on aniline colors.

We trust, therefore, that the effort above referred to will not obtain at this time.

Very truly, yours,

FREDERIC R. MASON, *Treasurer.*

BOSTON, MASS., *January 7, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: Your favor of the 4th instant, notifying us that an effort is making to increase the duty on aniline colors from 25 to 35 per cent ad valorem, has come duly to hand. We regret exceedingly that such a proposition has been brought forward. From our own experience we can say most emphatically that the present tariff on aniline colors is as high as most of the manufacturers using them can stand. The goods which we handle come in direct competition with the large silk-producing industry of Lyons. The color used in converting them is a very large item of the expense, and should this cost be increased we should suffer very materially, as the difference in wages and other cost of production are now so much against us that the industry can stand no more.

We remain yours, very truly,

LEXINGTON PRINT WORKS,  
A. STUART PRATT, *Treasurer.*

NORWICH, CONN., *January 7, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*16 Hamilton street, Boston, Mass.*

DEAR SIR: We would be sorry if any increase were to be made to the present duty on aniline colors. It would add much to the cost of finishing cotton piece goods, and with no chance for us to recover. The tax would fall directly upon our business, and English, French, and German finishers would get a corresponding advantage. They have no duties to pay on aniline colors, as we understand it, and the competition would be made still closer and our ability to meet it weakened by any additional burden put upon our efforts.



We do not consider that the makers of aniline colors in this country would be benefited by a change in the tariff. They make a few colors only, and offer their products at a lower price than the foreign manufacture. Therefore the proposed increase would fall not upon the makers or dealers in aniline colors, but upon consumers in this country who are obliged to use an article already paying a large and perhaps not an unreasonable revenue to the Government.

Yours, very truly,

J. HUNT SMITH, *Treasurer.*

NORTH ANDOVER, MASS., *January 7, 1897.*

COMMITTEE ON WAYS AND MEANS:

Alizarine colors were placed on the free list in the tariff act of August 27, 1894. This has been of great benefit to manufacturers of both cotton and woolen goods, and it would be injurious to their interests if a duty was again placed on these colors. We are very anxious to have them continued on the free list.

Respectfully, yours,

M. T. STEVENS.

BLACKINGTON, MASS., *January 7, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY.

GENTLEMEN: In relation to the proposed duty on alizarines, we beg to say we are decidedly opposed to it. These dyes now form a large part of the permanent colors used on the best American woolens, and their reduced cost, consequent on the removal of former heavy duties that practically protected no important interests here, has enabled American mills to give to the people as fast colors on woolens as can be found in the world.

Yours truly,

O. A. ARCHER, *Treasurer.*

WINOOSKI, VT., *January 7, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: From the published reports I gather that there is an effort being made to place a duty on aniline colors of 25 to 35 per cent ad valorem. I am quite sure if the Committee on Ways and Means understood the situation in regard to these dyes that they will modify this proposition materially.

Under the present condition of manufacturing aniline dyes in this country they might just as well put an import duty on indigo as to put it upon alizarine or aniline colors, as they are used at present largely as a substitute for indigo. Their use is recognized by the United States War Department to a certain extent, upon the ground, as I understand it, and as my knowledge fully confirms, that the color is in every respect as durable as indigo, and while it is not much, if any, cheaper in cost it has the merit of not tendering the wool fiber as much in its application as an indigo color that is applied upon wool that is prepared before dipping. This preparation of wool before dipping is done to prevent the fabrics from wearing white under friction, which a pure indigo-dyed color, without any preparation of stock, will do.

I write this letter that its substance may reach the Congressional committee now having the matter in charge through the proper channels; deeming the friends of true protection the proper channel, I have selected you for this purpose.

Trusting the committee having the matter of tariff in hand will succeed in avoiding errors of the magnitude of the proposition to place an import duty of 25 to 35 per cent ad valorem on alizarine and aniline dyes would be, I remain,

Yours, very truly,

BURLINGTON WOOLEN COMPANY,  
By F. C. KENNEDY, *Agent.*

CENTRAL FALLS, R. I., *January 7, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY.

GENTLEMEN: We are in receipt of your favor of the 4th instant, in relation to the matter of a duty placed on alizarine colors, and in reply to same would say that in our opinion any duty placed on alizarines would be extremely detrimental to the woolen and worsted industry.

Yours truly,

FARWELL WORSTED MILLS.



NORTH DEXTER, ME., *January 6, 1897.*

FARBENFABRIKEN.

GENTLEMEN: Yours at hand, and in reply will say we are using in our dyehouse a large amount of alizarine colors, and think they should be on the free list, as it will be a big help to us on this side, as we can get better colors from the alizarine that is imported; and with the competition we have in making goods, we ought to have all dyestuff that is imported come in free.

Yours, truly,

DEWS WOOLEN COMPANY,  
C. A. DEWS, *Agent.*PROVIDENCE, R. I., *January 7, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: Your recent favor, inclosing copy of a letter we wrote you May 25, 1894, is at hand. In reply would say that the situation is practically the same now as then. We are still using the alizarine, and we can not add anything to our former letter. We think it explains the situation. We inclose another copy of this letter, which we trust will answer your purpose.

Hoping that you will be successful in having alizarine stay on the free list, and wishing you the compliments of the season, we beg to remain,

Yours, truly,

JOS. E. FLETCHER, *Treasurer.*PROVIDENCE, R. I., *January 7, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: Your favor of January 5 is at hand, and we note very carefully what you have to say regarding the alizarine blues and browns, and in regard to duty, you ought to make a strong effort to have the alizarine colors remain on the free list, as they now are.

In answer to the first question you asked, viz, "Are not alizarine colors used more extensively in the manufacture of woolen goods in place of madder and indigo than previous to alazarine blue being on the free list?" we would say yes.

In answer to your second question, "Does not the consumption of alizarine colors in your goods go where you could not use aniline colors on account of the latter not being as fast to fulling, scouring, and light?" we would answer this question in the same way as above, yes.

In answer to your third question, we would say that on some classes of yarns we make we are obliged to use indigo to make them fast; but this is in a few cases only, where we have special orders; but on the general run of our yarns, as we color them, we can use alizarine blues with good satisfaction, and they make the colors as fast as we want them.

Of course it would be a great advantage to us to have the alizarine blue come in free; it would make quite a saving to us in our coloring, as we have figured the price of our yarns, basing all alizarine products as coming in on the free list.

Yours, truly,

JOSEPH E. FLETCHER, *Treasurer.*PROVIDENCE, R. I., *January 7, 1897.*

Mr. F. A. GOODHUE, OF ELBERFELD COMPANY.

DEAR SIR: In reply to inquiry, we would say that we are totally opposed to the reimposition of a duty on alizarine dyes. Anilines will not do instead, and indigo is not nearly as adaptable or as useful under the present system. A duty would be a great detriment to the struggling woolen industry.

Truly, yours,

TAFT, WEEDEN & CO., *Agents.*PROVIDENCE, R. I., *January 8, 1897.*FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

DEAR SIR: Your favor of the 4th instant is at hand. An increase in duty on analine color would be very detrimental to our business of printing calicoes, as such colors are used by us quite extensively. The competition of other kinds of dress materials has resulted in low and often unremunerative prices for calicoes. We



can not afford to have the cost of producing our goods increased, and we decidedly object to having this result brought about by an increase in duty on such an important item, that enters into said cost, as aniline color.

Very truly, yours,

ALLEN'S PRINT WORKS,  
By JOHN B. KELLY, *Treasurer.*

HOLYOKE, MASS., *January 8, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: Replying to your favor of January 4 in relation to the attempt to increase the duty on aniline colors from 25 to 35 per cent ad valorem, I beg to say that any increase in the duty on these materials must necessarily add to their cost and is an additional burden on the textile industry, which is already sustaining all the burdens it can carry and live. I am not advised that the manufacture of anilines is carried on in this country to any extent; hence I see no reason for any increase in the duty on these colors.

Yours, very truly,

MERRICK THREAD COMPANY,  
C. W. RIDER, *Treasurer.*

PITTSFIELD, MASS., *January 8, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

DEAR SIR: Your favor of January 4 received. In reply, would say that our view in regard to the increase of duty on aniline colors is that there should be no increase, especially as we understand they can not be manufactured to any extent in this country.

Yours, very truly,

J. L. & T. D. PECK MANUFACTURING COMPANY,  
THOMAS D. PECK, *President.*

SACO, ME., *January 8, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

GENTLEMEN: In reply to your letter of inquiry of recent date, I beg to say that in my opinion an increase of duty on anilines would be distinctly detrimental to the interests of such mills as the York and Everett.

Yours, very truly,

F. C. McDUFFIE, *Treasurer.*

SAYLESVILLE, R. I., *January 8, 1897.*

FARBENFABRIKEN OF ELBERFELD COMPANY,  
*Boston, Mass.*

DEAR SIR: Would say we notice with great concern that there is a possibility in the framing of a new tariff bill to make an increase in duty on aniline colors from 25 to 35 per cent ad valorem. This would be detrimental to the cotton textile industry, and wool, too, for that matter, and would make the burden all the more difficult for both dyers and manufacturers in competition against the imported goods.

Yours, very truly,

GLENLYON DYE WORKS,  
WM. T. BURROW, *Superintendent.*

## ASBESTUS.

(Paragraph 388.)

### STATEMENT OF HON. JOHN J. RINAKER, A REPRESENTATIVE FROM THE STATE OF ILLINOIS.

MONDAY, *January 11, 1897.*

Mr. RINAKER said: Mr. Chairman and gentlemen of the committee, here are some small matters which I wish to call attention to at the instance of parties interested. The first matter that I desire to speak of is in regard to asbestos. There is a company organized in Chicago



and producing asbestos and preparing it for the market. Their plant is in Georgia. It is the short-fiber asbestos. I will file their statement. It is brief.

This asbestos is now on the free list. These parties engaged in preparing it and bringing it into market are organized under an act of the legislature of Wisconsin. Their plant is in Georgia, and they want the small duty of 30 per cent ad valorem put upon asbestos. Their statement is as follows:

CHICAGO, ILL., *December 29, 1896.*

COMMITTEE ON WAYS AND MEANS.

The undersigned officers of the Sall Mountain Asbestos Company, a corporation organized under the laws of the State of Wisconsin and having their principal office in the city of Chicago, State of Illinois, respectfully represent that they own and operate an asbestos mine, situated at Santee, in White County, State of Georgia, and that before the opening of this said mine asbestos was not produced in the United States in any considerable quantities, the total product per year prior to that time being about 300 tons; that since the opening of said mine the production of asbestos in the United States has risen to a total of about 1,300 tons per year; that previous to the opening of this mine almost all of the asbestos used in this country was imported from Canada and Italy, amounting to about 5,000 tons per year. The Sall Mountain Asbestos Company has, at large expense, erected improved machinery and mills, with which the company is now able to produce asbestos fiber equal to the ordinary Canadian asbestos. Having discovered that we must sell our product in free competition with imported asbestos, we find ourselves handicapped by the fact that American labor commands and must receive higher wages than like labor in Canada and Italy, our two principal competitors, and in view of that fact we ask that your committee shall levy an import duty of 30 per cent on all asbestos imported into this country, and ask that that provision may be included in the tariff bill now being considered and framed by the Ways and Means Committee.

SALL MOUNTAIN ASBESTUS COMPANY.  
F. T. STONE, *President*,  
H. S. BENJAMIN, *Secretary*,  
F. D. AYERS, *Treasurer*.

## ASPHALTUM.

(Paragraph 390.)

### MR. S. F. PECKHAM, OF ANN ARBOR, MICH., SUGGESTS THAT A DUTY BE IMPOSED.

ANN ARBOR, MICH., *December 29, 1896.*

DEAR SIR: There is something in the neighborhood of 100,000 tons of asphaltum, possibly 150,000 tons, imported each year, mostly from Trinidad, and all of it free. A reasonable tariff would help out a revenue and also help our own asphalts and at the same time not materially affect any industry in which asphaltum is an important raw material.

There is also now imported a large amount of so-called "pitch," which is a residuum from the distillation of gas tar, blast furnace tar, and coke-oven tar. A considerable income might be obtained from these with benefit to our own distillers of coal tar and producers of asphalt.

I would not personally advocate a prohibitory tariff, not because there is not enough asphalt within the United States to meet all demands if placed in free competition with the imported article, for there are deposits that I have personally examined containing enough of as good or better quality than that imported to pave all of the streets in the country from Bangor to Los Angeles, but because I believe the business interests of the country involving asphaltum would be placed on a more permanently stable basis if a moderate tariff that would contribute to



the revenues of the Government were placed upon the article. I would therefore suggest the following schedule:

All asphalt or asphaltic rock containing 15 per cent or less of bitumen, soluble in pure dry chloroform, 25 cents per ton of 2,240 pounds.

All pitch, asphaltum, or asphaltic rock containing 15 per cent and not more than 50 per cent of bitumen, soluble in pure dry chloroform, \$2 per ton of 2,240 pounds.

All natural pitch, asphaltum, or asphaltic rock containing more than 50 per cent of bitumen, soluble in pure dry chloroform, \$5 per ton of 2,240 pounds.

All residuums from the distillation of gas or coal tar, blast-furnace tar, coke-oven tar, petroleum, or maltha, and all pitch, asphalt, asphaltum, or asphaltic rock or mastics, pure or impure, that have been melted or refined otherwise than by melting, \$5 per ton of 2,240 pounds. All solid or semisolid bitumens not scheduled, \$5 per ton.

These figures are the ones that I should want to stand and that I think I could justify before a committee.

Ad valorem duties would amount to nothing, as the articles have almost no value until freights and other charges have accumulated on them.

S. F. PECKHAM.

### A DUTY WOULD CRIPPLE A STRUGGLING COMPANY.

BOSTON, MASS., *December 23, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

The Colonial Asphalt Company, a small corporation organized under the laws of the State of Maine, begs to make the following statement in respect to any proposed tariff upon that grade of asphaltum known as "glance pitch" or "gilsonite:"

(1) This corporation has expended a considerable amount of money in developing properties in Barbadoes, West Indies, with the view of mining and shipping glance pitch. It has but a limited amount of money and has not yet got into a paying condition, and any tariff placed upon glance pitch would seriously affect the enterprise if not entirely ruin it. Several years have elapsed since the undertaking was started upon by the immediate predecessors of this corporation, so that the amount of money expended does not measure the cost in time, services, etc., that the business has received up to this time.

(2) Glance pitch or gilsonite is a high grade of asphaltum, and essentially a raw material. It is shipped by this corporation to the United States and sold to manufacturers in exactly the same form and condition in which it is taken from the earth.

(3) It is used very largely in the manufacture of varnishes, paints, insulating material, and sundry trades—manufacturers whose product is in direct competition with imports—and this corporation is informed and believes that these manufacturers could not pay for this raw material under increased price. On the contrary, it is hoped and expected by them, as the business of mining progresses and improves, that the raw material may be laid down in this country at a very much less price than is possible under the present condition of things.

(4) Asphalt of like grade produced in this country, called gilsonite, is found in the far West, and the output is exclusively controlled, as this corporation is informed, by one company, named after the discoverer of the deposit, one Gilson. The deposit is so located at such a distance from manufacturers on the Atlantic coast it would not seem as though their interests would be affected advantageously or injuriously by any imposition of tariff upon the West Indies product imported for the use of manufacturers in the East.



(5) The shipments from the West Indies to this country made by this corporation are comparatively insignificant in amount, probably not more than 3,000 or 4,000 tons per annum, and a tariff upon it, as it looks, would have the effect either of preventing any further mining, because an adequate price could not be received, or, if the prices are to be added to the charge of the manufacturer, prevent the manufacturer from using this imported raw material, and in either event, of course, the result is the same for this corporation.

The officers of the corporation therefore venture to hope that the Committee on Ways and Means will not deem this product as one upon which any burdens should be placed in the present condition of the business.

COLONIAL ASPHALT COMPANY.  
FRANCIS F. HICKS,  
CHAUNCEY P. FENTON,  
FRANK S. HOLDEN,  
*Directors.*

## STRAW BRAIDS.

(Paragraph 417.)

### A PROTECTIVE DUTY ASKED BY DYERS AND BLEACHERS.

WASHINGTON, D. C., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We have the honor to invite your attention to the need of a protective duty on dyed and bleached straw and chip braids which are used in the manufacture of hats. In 1896 straw and chip braids to the value of \$2,717,468 were imported into the United States free of duty. Of this amount \$1,100,000 was paid for dyed and bleached stock produced in Europe by foreign labor and involving the use of drugs, chemicals, twines, etc., which are dutiable in this country to an average of 25 per cent, thus giving to the European dyer an advantage over the American dyer of nearly 40 per cent on labor and chemicals. Of the balance (\$1,600,000), a large portion was for the purchase of material in the raw state that required no preparation.

There are agents in this country representing foreign dyers who carry stock of dyed and bleached goods, the free importation of which results in a loss to the Government of duty on chemicals, etc., and robs the American laborer of a field for employment, and yet gives no advantage to the home consumer.

There is a strong tendency to increase the importations of dyed goods, which, in our judgment, has doubled itself in the last two years. The labor of England, Switzerland, Italy, and China engaged in the dying and bleaching of straw braids comes in direct competition with this extensive unprotected industry in the United States, where there are facilities to supply the demand. There are in Massachusetts alone large manufacturers, some of whom employ 600 hands, and twenty of whom employ boss dyers and bleachers to handle odd lots of work, large quantities of regular work being imported all dyed and bleached free of duty. There are also job dyers and bleachers, who obtain only those orders which are needed to fill the immediate demands of the small hat manufacturers, who can not always supply themselves at the importers. Under the present conditions our factories are run only about nine months of the year and customers look more to procuring the imported



article on account of its cheapness, and we consequently secure only the orders that are necessary to fill in.

If a duty is imposed, it will have a tendency to compel the manufacturer to give the American dyer work instead of the importer who places his orders abroad and asks a heavy margin for his risk and services.

This question is on the same basis and should be treated with the same consideration as that relating to dyed and bleached yarns, which are dutiable to the extent of 3 cents a pound more than the raw yarn, while dyed and bleached straw braids, after the expenditure of labor and containing dyes, come in free, the dyes imported separately being dutiable.

The present system of duties upon dyed and bleached straw braid is like placing a tariff upon the different parts of a watch when they are imported separately, and allowing the completed watch to come in free.

All this stock is dyed by the piece, and there is a great variety in length, width, quality, and value. In this country the average price charged for dyeing and bleaching all these braids is about 4 cents a piece. The duty hereinafter prayed for, 2 cents a piece, on dyed and bleached braid, represents the difference between the price paid abroad and in this country. The average price of labor for handling these goods in this industry in the United States is \$1.50 per day, and for similar work in England 60 to 75 cents per day; in Italy 40 cents per day; and in China 7 cents per day. The first consignment of satisfactory colors from progressive China has just arrived in the New York market, and unless this duty is imposed the American dyer will have to compete directly with Chinese labor.

The importation of dyed braids until recently was not great, but is constantly increasing, and with this increase, unless protection be granted for those engaged in the dying and bleaching in this country, they must necessarily retire from business because of their inability to procure labor and chemicals at the prices made necessary by the foreign competition.

To impose a duty upon these goods would not increase the price to the consumer, because, although manufacturers find it cheaper and more convenient to use imported dyed stock, the importers obtain a good margin as dealers, which results in the manufacturers paying very nearly as much for imported as for domestic work. Thus the consumer is not benefited by the free admission of these goods, while the American laborer loses heavily, and if the duty were imposed the Government would gain revenue upon chemicals which would be used in the dying and bleaching process.

Therefore, in order that we may successfully compete with foreign dyers, we beg to recommend and suggest that a duty of 2 cents be levied on each piece of imported dyed and bleached braid composed of chips, grass, willow, rattan, or straw for the manufacture of hats, which material is at present on the free list. If the duty were placed upon the articles as prayed for, we could increase our plants here, employ more men, and run constantly throughout the year.

We think the raw braid should continue on the free list, and we are satisfied to pay the present 25 per cent duty on dyes, but object to having straw braid containing these dyes admitted free as at present. The raw is not classed separate from dyed and bleached.

Until recent years straw and chip were principally dyed in the hat (which was dutiable) instead of in the braid, which is on the free list, even when dyed or bleached.



*Imports of straw and chip braids.*

|            |                   |
|------------|-------------------|
| 1892 ..... | \$1, 897, 855. 25 |
| 1893 ..... | 2, 262, 225. 93   |
| 1894 ..... | 2, 020, 717. 16   |
| 1895 ..... | 2, 674, 093. 24   |
| 1896 ..... | 2, 717, 464. 00   |

A gain during the last three years of \$700,000. Yet our business has not grown in proportion, notwithstanding two large concerns have been forced out of the business.

We attribute this gain in imports to the many goods shipped here by foreign dyers. Official statistics can not be obtained to show the enormous increase in dyed and bleached imports.

R. H. COMEY,  
*Camden, N. J., Dyer and Bleacher.*

PARSONS BROTHERS,  
*Brooklyn, N. Y., Dyers and Bleachers.*

**A DUTY OF 40 PER CENT SMALL ENOUGH.**

DETROIT, MICH., *January 7, 1897.*

DEAR SIR: I wish to call your attention to the fact that Detroit has had a great reputation for Mackinaw straw hats. We at one time were large buyers of the braid. Most of it came from Mount Clemens and other points around Detroit, and some came from Canada, and we felt no large decrease of any amount in our business until we came in competition with the cheap imitations of braid brought in (now in very large quantities) from China and Japan. Since the large importations set in the industry here is completely crowded out, which results in a loss of many thousands of dollars for labor. At one time there were two or three large manufacturers of hats here—Buhl & Co., Ellis & Co., and ourselves—the hats being sent all over to different dealers in the United States. None are now made here, and scarcely any braid is brought in, and competition with cheap labor has caused it. A duty of 40 per cent, or at any rate 30 per cent, would be little enough.

DICKERSON & Co.

**A DUTY OF NOT LESS THAN 30 PER CENT ASKED.**

DETROIT, MICH., *December 23, 1896.*

DEAR SIR: I am engaged in the Mackinaw straw braid business, which is used for the manufacture of straw hats, and have been for the past twenty-two years, but owing to the tariff being taken off straw braid this country is almost entirely supplied by China, Japan, and other foreign countries. Under the protective tariff I did a business of about \$135,000 annually, this money being all paid out to people who plaited this straw braid in the vicinity of Detroit, Mount Clemens, New Baltimore, and Grosse Pointe, and there were four or five other firms engaged in the same business who have had to abandon this branch of their trade, and my business now will not amount to \$5,000 per year.

I would herewith respectfully ask for a tariff on this class of merchandise of not less than 30 per cent.

O. NANTAIS.



## COAL TAR.

(Paragraph 443. See Schedule A, page 54.)

## STATEMENT OF MR. M. S. GREENOUGH, OF CLEVELAND, OHIO.

MONDAY, *January 11, 1897.*

Mr. GREENOUGH said: Mr. Chairman and gentlemen of the committee, I will not detain you but two or three minutes. I speak on behalf of the manufacturers of coal tar of the United States, which is substantially all made by the coal-gas companies.

The CHAIRMAN. That is a by-product of the manufacture of coal gas?

Mr. GREENOUGH. Yes; in the manufacture of coal gas. The gas companies make substantially from the manufacture of coal gas, tar, ammonia, and coke, and the coal tar is the only valuable residuum that the gas companies find at the present time, and owing to the enormous production of coal tar in Europe the pitch is being shipped to this country at such a price as——

The CHAIRMAN. It is on the free list?

Mr. GREENOUGH. It has been on the free list for ten years, and when it was put on the free list it was of no importance, because the tar was higher than it is here, but at the present time the tar itself is imported here to a very large extent.

The CHAIRMAN. Is that owing to the fact that we are producing water gas instead of coal gas?

Mr. GREENOUGH. Yes, sir. When all the illuminating companies were making coal gas, the tar was to a certain extent a surplus. At the present time there is a very considerable amount of pitch imported, and putting a small duty upon pitch will not only add to the revenue, but at the same time protect the manufacturers here.

The CHAIRMAN. Is anybody making any coal pitch as coal pitch? Do not they simply make it in the making of coal gas, a mere by-product, and what effect will putting a duty on coal pitch have on the production of coal gas?

Mr. GREENOUGH. It would probably effect it to some extent, and I have with me a petition signed by almost all the large coal makers in the city of Pittsburg for the putting on of this duty, because in many of the States in the Western part of this country the cost of manufacturing water gas and coal gas only differs by a few cents a thousand feet.

The CHAIRMAN. The manufacture of coal gas is dependent upon the distance from the coal product, and water gas is produced almost exclusively at any distance from the place where the coal is produced?

Mr. GREENOUGH. It is of course easier to transport the oil than to transport the coal, which is more bulky. In the Eastern part of the country in many cities water gas is cheaper. In the central portion of the country, where I live, coal gas is the cheaper. In some States it is almost balanced, that is, the cost of producing the two. The residuum which comes from the coal in the manufacture will turn the scale as to whether the company makes coal gas or water gas. We ask that the duty be made a specific duty of \$2 a ton on pitch, and I think there ought to go with it a small specific duty on coal tar at the same time.

The CHAIRMAN. That is, we use all the coal pitch produced in this country and are obliged to import large amounts for various manufactures and industries.



Mr. GREENOUGH. Between 30,000 and 50,000 tons a year.

Mr. TURNER. Where does the competing coal tar come from?

Mr. GREENOUGH. The competing pitch comes from England altogether, I believe.

Mr. TURNER. How does it originate there? From the gas companies?

Mr. GREENOUGH. Yes, sir; the kind of gas made in England is almost wholly coal gas.

Mr. TURNER. You can not manufacture enough to supply the American market in this country?

Mr. GREENOUGH. We are not doing so at the present time.

Mr. TURNER. What is the propriety in putting a burden on the needed residuum? If we have to import it, why should we put a burden on it?

Mr. GREENOUGH. That will give some amount of revenue and prevent their dumping the surplus pitch on us and spoiling our prices.

Mr. TURNER. What is the duty now?

Mr. GREENOUGH. There is none whatever. It is on the free list now and has been there for a number of years.

Mr. PAYNE. And always has been?

Mr. GREENOUGH. I think it has been taken off for about ten years.

Mr. PAYNE. And for a good many years the gas companies furnished the tar?

Mr. GREENOUGH. That is true.

Mr. PAYNE. And now, because there has been a change to water gas, it has become valuable?

Mr. GREENOUGH. More valuable than it used to be.

Mr. PAYNE. And your purpose is simply to change the manufacture of gas from water gas and make it coal gas?

Mr. GREENOUGH. I beg your pardon?

Mr. PAYNE. It would not increase earnings of American workmen a picayune. Your proposition would simply change the manufacture of water gas to coal gas?

Mr. GREENOUGH. Yes, sir.

Mr. PAYNE. It would not increase the number of Americans employed by one.

Mr. GREENOUGH. I beg your pardon. There are four times as many men employed making coal gas as water gas.

Mr. PAYNE. It would be a revenue duty otherwise than that?

Mr. GREENOUGH. It would give a revenue and also protect the manufacturers here.

Mr. McMILLIN. What amount of the total consumption of the United States is imported?

Mr. GREENOUGH. About one-quarter.

Mr. McMILLIN. About a quarter?

Mr. GREENOUGH. I think so.

#### STATEMENT OF MR. J. C. STORY, OF BOSTON, MASS.

MONDAY, *January 11, 1897.*

Mr. STORY said: Mr. Chairman and gentlemen of the committee, I am not a fluent speaker, and just three minutes will finish what I want to say to you. I have been engaged in the buying of coal tar, and have been manufacturing this pitch for some twenty-five years, and I simply say it seems to me a little strange that representatives of the gas companies should appear here in advocacy of a duty on the material in



question. Their business seems to me to be the manufacture of gas, and the articles which are under discussion are only by-products or residuals of gas manufacture. The increased manufacture of water gas has so lessened the amount of these residuals, making the amount produced in the country so much less than the actual demands of the trade, as to afford them ample protection, and places the means within their own hands of obtaining a proper and compensating price for their coal tar. Then, again, the cost of laying down the imported article in this country is so great as to afford them, and the people who buy from them for purposes of manufacture, ample protection.

Mr. McMILLIN. Have you any information as to the exact figures and cost of transportation to this country—the cost of the foreigner to reach this market?

Mr. STORY. Yes, sir; it costs about 12 shillings a ton.

Mr. McMILLIN. At what does it sell here?

Mr. STORY. What we sell at?

Mr. McMILLIN. Yes, sir.

Mr. STORY. We sell at about \$14 or \$15 a ton.

Mr. McMILLIN. So there is considerable protection in the very matter of transportation?

Mr. STORY. That is it exactly, and the main thing of this is, I presume, that 60 or 70 per cent of water gas is made to-day.

Mr. GREENOUGH. No.

Mr. STORY. What is the amount, if you correct me?

Mr. GREENOUGH. About 55 per cent.

Mr. STORY. For instance, in the city of Boston, where I live, if the illuminating companies were making coal gas we would have 60,000 barrels of coal tar to-day, but it is all water gas, and we do not have a barrel. As I say, it works no injury to anyone. It is something that has to come in here; it is cheap material, and it can not, if it is too high priced, be used. It will be driven out, and they will use tin and slate in the place of it. It works no injury to anyone, and I can not see by putting a duty on it how the coal companies will be benefited one cent.

Mr. McMILLIN. What would be used in place of it?

Mr. STORY. Tin, slate, and other things.

Mr. McMILLIN. There are other substances that can be used in the absence of it?

Mr. STORY. Yes, sir; but at much higher prices, and those people who have a roof want a lower price, and it would practically make a prohibitory roof.

Mr. STEELE. Would it apply to Boston and points along on the coast?

Mr. STORY. Yes, sir.

Mr. McMILLIN. And would it cost still more to get it into the interior?

Mr. STORY. It would cost the railroad freight, and freight is enough duty on it, as it is a very cheap article. It has got to be more or less imported, or else we will have to go out of the business.

Mr. McMILLIN. Will you state some of its general uses?

Mr. STORY. It is used for roofing, for paving you see in the streets. Roofing and paving are the principal uses.

Mr. McMILLIN. And it is very extensively used throughout the country?

Mr. STORY. Very, sir; and we never imported a barrel until we had to. We could not get enough coal tar in the country, and it was necessary to import it. We had not enough, and we had either to import it or go out of the business.



## WATCH AND CLOCK JEWELS.

(Paragraph 467.)

### A DUTY OF 25 PER CENT WILL FURNISH EMPLOYMENT TO ONE THOUSAND PERSONS.

THOMASTON, CONN., *January 5, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

If you would put a duty of 25 per cent on finished watch jewels, I could give employment to 1,000 persons making jewels in this country. Elgin alone employs one factory in Switzerland to keep them in jewels. It takes 15,000,000 jewels per annum to supply all the watch and clock factories in this country, all of which are imported since jewels went on the free list.

I will give you two items, showing the difference between the raw material and finished product. One ounce of garnet costs 75 cents; it will make 10,000 jewels, costing \$150, making \$149.25 for the labor.

Sapphire at \$4 per ounce, 10,000 would cost \$350, making \$346 for labor.

There are a dozen different kinds used at different prices.

I started to make jewels some time ago, when there was a duty of 10 per cent, and in time would have been able to meet the imported goods, but they were put on the free list and I had to give up.

With improved machinery and tools of my own, I am sure within five years I could meet all foreign competition, duty or no duty.

It would not add much to the cost of the watch manufacturers only for the present. They would in most cases make their own, giving employment to more American labor.

Jewels are the only parts that are imported to any extent.

I could give you more elaborate details, but knowing how valuable your time is I thought I would make it as short as possible.

If you would like to foster new American industries, one that has never had a chance to rise, you could do no better than consider this matter. Even if I could not start myself, it would have the means of having the factories make their own, giving employment to at least 1,000 more American working people, whereas now it all goes to the importer and foreigner.

The raw material is all right on the free list. I refer only to watch and clock jewels, finished, ready to go into watches and clocks.

RUDOLPH YEITTER.

## HIDES.

(Paragraph 505.)

### MEMORIAL OF SHOE MANUFACTURERS AND TANNERS PROTESTING AGAINST IMPOSITION OF DUTY.

#### COMMITTEE ON WAYS AND MEANS:

Your petitioners respectfully represent that it is inadvisable to impose a duty on hides for these, among other, cogent reasons:

(1) A duty on hides would increase the cost of all shoes worn by the people without giving an equivalent benefit to the producer of hides.



(2) Our present growing export trade in leather and shoes and other manufactures of leather, now amounting to \$20,000,000 a year, would be seriously imperiled by such a duty. This export trade has more than doubled since 1890.

(3) No duty on hides has been imposed for a quarter of a century. No new conditions having arisen, we believe it unwise now to impose a duty which was not found necessary in 1872, 1883, 1890, and 1894.

Dudley Porter and 14 others, upper leather, etc., Haverhill, Mass.; W. W. Spaulding & Co. and 105 others, shoe manufacturers, of Haverhill, Mass.; Charles W. Arnold & Co. and 44 others, leather, etc., Haverhill, Mass.; Woodbury Bros. and 13 others, shoe manufacturers, Beverly, Mass.; Conrad Best and 29 others, jobbers and manufacturers, of Cincinnati; Hamilton Brown Shoe Company and 14 others, shoe manufacturers, of St. Louis, Mo.; Seymour & Jackson and 59 others, shoe and leather, of Lynn, Mass.; Ora Cushman Company and 11 others, shoe manufacturers, Auburn and Lewiston, Me.; Rice & Hutchins and 63 others, shoe manufacturers, of Boston, Mass.; Geo. E. Keith Company and 26 others, shoe manufacturers, of Brockton, Mass.; N. W. Rice & Co. and 32 others, tanners, of Boston; Chesapeake Shoe Company and 19 others, shoe jobbers and manufacturers, of Baltimore.

#### ST. LOUIS MANUFACTURERS AND JOBBERS OF SADDLERY AND HARNESS OBJECT TO IMPOSITION OF DUTY.

ST. LOUIS, MO., *January 7, 1897.*

We, the undersigned manufacturers and jobbers of saddlery and harness, respectfully ask our representatives in Congress to oppose changing to any way the present schedules relating to the importation of hides, for the following reasons, viz:

First. It would materially advance the price of harness, saddles, and horse collars, which the farmers must have, and the probable advance in the price of hides would not compensate for the advance in the price of such goods.

Second. The farmers and producers of stock would reap little benefit from such duty, while the large slaughtering concerns and packers would get most of the advantage.

Third. It would result in increasing the burdens of the masses of our people for the advantage of a few.

We therefore ask our representatives in Congress to vote against placing any duty on hides.

Jacob Straus Saddlery Company, P. J. Peters Saddlery and Harness Company, Edward Peters, president; James Clark Leather Company, P. Burns & Co., The P. Hayden Saddlery and Harness Company, Aug. Holthaus Saddlery Company, Sommers Bros. Manufacturing Company, J. B. Sickles Saddlery Company, Meyer, Bannerman & Co., William Homann Saddlery Company, J. A. Maginnis & Co.



**NOT ENOUGH HIDES NOW.**

RIDGWAY, PA., *December 19, 1896.*

DEAR SIR: I hear it is rumored that an attempt is to be made to place a duty on hides. It would be a blow to the tanning interest at this time, as hides are exceedingly scarce, and there are not enough in the country, or that can be imported (owing to an epidemic in South America), to keep the tanneries in this country in operation.

G. W. CHILDS.

**SENTIMENT OF MAINE'S TANNERS.**

NEW LIMERICK, ME., *January 11, 1897.*

**COMMITTEE ON WAYS AND MEANS:**

Proposed change as to the tariff on hides I think would cripple the tanning industries of this country and especially Maine. I hope the tariff as applied to hides and leather will not be disturbed, and I think this is the sentiment of the Maine tanners generally.

It is of course a well-known fact that this country does import immense quantities of foreign hides, and must have them in addition to what hides are produced in our own country in order to supply the demand for leather, and any action tending to hinder the importation of such hides, or increase the cost thereof, must prove detrimental to the tanning industries of this country, which for the past few years have not been in a flourishing condition, and to-day are contending with high-cost hides out of comparison to the price of leather, which as yet they are unable to overcome. Leather can be produced in Canada cheaper than in the United States and yet there has for the past three years been a revolution in the tanning business with us and new methods are being continually introduced as a matter of necessity, all tending to reduce the cost of production in order to place the business on a paying basis, and while we are to-day, by reason of said improvements and more careful attention to the matter of extracting the tanning from our bark, able to compete with them to a certain extent in shipments of leather to Europe, were the doors to be opened so that they could send their leather into this country free of duty it would be uphill business with us tanners, especially those in Maine, where bark is much higher and freight charges considerably in excess of the cost of transportation with them. I have not the time to go into any lengthy arguments or attempt to present the case in all its various points, but trust that the present state of the tariff as applied to hides and leather will not be disturbed; any such change as proposed, tending in my opinion to cripple the tanning industries of this country, which are now and have been for some time laboring under disadvantages.

W. I. SHAW.

**DUTY ON HIDES WOULD NOT HELP THE FARMER.**

CINCINNATI, *January 9, 1897.*

DEAR SIR: The farmer would never be benefited by a tariff on hides because the price of cattle is never even affected by the price of hides, for the reason that cattle are slaughtered for the meat and not for the hides, these being only of secondary consideration.



There are several industries of utmost importance to this country which would suffer by such legislation, viz, the tanning, leather, shoe, and harness business.

GRIESS, PFLEGER & Co.

### LOUISVILLE TANNERS VERY SLIGHTLY CONCERNED.

LOUISVILLE, Ky., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The Louisville tanners are very slightly concerned about a duty on hides or leather. Their product is largely harness leather, on which the duty is 10 per cent, I believe. Yet there is not enough foreign leather of that kind imported to interfere with our product in any market, and the duty is not needed as a protective measure. The wages paid in our tanneries are from one and one half to three times more than wages paid in similar tanneries of Europe, but we have cheaper bark which offsets the higher wages, and in tanning such heavy leather the labor is but a small part of the cost. Louisville tanners do not tan any foreign hides, either dry or green salt. The bulk of their hides are purchased of packers in Chicago, Kansas City, and Omaha, and the prices are controlled first, by the supply and demand and, secondly, by the ability and skillful business management of the four big packers who pull together and really make the market price for all the hides of American production. Now, this gives you the facts about Louisville tanners, but you should understand that tanners of upper leather, such as kip, calf, morocco, kangaroo, and kid, must be considered by themselves. The cost for labor in tanning and finishing those descriptions of leather is very large, consequently the duty ought to be sufficient to offset the difference between foreign and American wages. The duty has been much reduced from the war tariff, but it is still sufficient, I think, to enable American tanners to hold the American market.

When we began business here, thirty-two years ago, we sold American calfskins at \$1.75 a pound. Now we sell very much better American calfskins at less than \$1 a pound. In fact, the best American skins are better than any foreign calfskins, except, perhaps, with one or two exceptions. The importation of French calfskins has dwindled to a very trifling figure. The same can be said of all kinds of American shoe leather, of which, I have no doubt, fully 95 per cent of shoes worn by our people are made. Such are the benefits of protection to American industry in that branch with which I am most familiar. We were, however, dependent on France, until very recently, for all the fine kid leather used for making ladies' fine shoes, and it was very expensive. Now, however, we are making, for less than half the price of French, kid that is superior to any French manufacture, and are actually exporting our product. This is the result of an American invention known as the "Chrome process" for tanning, which is patented.

Our supply of raw goat and kid skins comes from Asia and South America. Such raw material should be continued on the free list, because we do not grow goats in our country, and are not likely to do so on any large scale, at least not until our population is very dense, and the people of this country are reduced to the level of labor in Asia and Mexico.

I do not feel sure that it is wise or best to admit heavy foreign hides free of duty. We use the heavy foreign dry hides to make hammock



sole leather, and a considerable export trade in that class of leather has been effected. But I think that most of the hemlock sole leather exported has been sold without profit, and the only advantage has been to remove a surplus that it would have been better not to have tanned. But my opinion about this matter is in opposition to the views presented by all our trade papers, and I may be wrong, although I think that the removal of the duty of 10 per cent on such hides has benefited foreign countries where the hides are produced more than it has helped the American tanners. The American farmer, however, has not suffered by the importation of free hides, nor would a duty of 10 per cent on hides add a fraction to the price of cattle on the hoof. The great packers control that absolutely, and the price of the hide has nothing on earth to do with it.

ANDREW COWAN.

### PICKLED SHEEPSKINS.

(Paragraph 505.)

#### A DUTY NEEDED IN THE INTEREST OF AMERICAN LABOR.

MINNEAPOLIS, MINN., *January 4, 1897.*

DEAR SIR: There should be a duty on pickled skins imported into this country, to protect American manufacturers of these goods. By pickled skins we mean sheepskins which have had the wool removed from them, which have passed through an elaborate process called "pickling," to preserve them until they are made up into gloves and other manufactured sheep-leather goods. The process is as follows:

The sheep pelt is first soaked in water for from one to three days; it is then thrown across a beam and subjected to a fleshing process with an instrument made for the purpose called a flesher; the skin is then passed through a brushing machine, to remove as much as possible of the burrs, seeds, etc., from the wool; next it is put through a centrifugal machine which squeezes the water out of the wool; the succeeding operation is to lay it upon a table and brush depilatory—a solution of sulphide of sodium—upon the flesh side, after which the skin is rolled up and laid away for twenty-four hours; this depilatory loosens the wool in the time named and the wool is then removed from the skin. This is only the beginning. The skins are next soaked in fresh water, and then in lime water. They are daily taken from this latter preparation and returned into it for a period extending from one to two weeks. They are then trimmed, and again passed through a fleshing machine. A rinsing in warm water follows, after which they are thrown into a preparation of leavened bran, from which they are taken and treated with instruments for the purpose of scudding or cleansing them. At this point the foreigners either dry them and ship them in as dry sheepskins or dry slats; or they salt them and they are brought in as salted sheepskins or salted slats; or they pickle them in a preparation of oil of vitriol, salt, and water, and ship them in under the name of pickled sheepskins or pickled slats.

From the foregoing you will see, sir, that pickled sheepskins are both the product of the sheepgrower and the manufacturer, and a duty would protect both, because there would be an increased demand for home-made or home-pickled skins and a larger market for them, and, at the same time, the enhanced price would be passed on to the sheepgrower.



It would be a protection also to American labor, whereas at present they have to work in competition with cheap foreign labor. The cost of passing the skins through the pickling process costs from 7 to 8 cents in labor and 4 to 5 cents in materials per skin.

In order to complete the operation of tanning ready for the glove and other sheep-leather manufacturers it is only necessary to immerse the skins in a tanning liquid, which requires scarcely any labor. Tanned sheepskin leather is already protected to the extent of 20 per cent of its value, and undoubtedly will receive as much or more protection in the new tariff bill. If the tanned leather is protected, there is no reason why the pickled skins should not be, upon which almost as much labor and expense is expended, especially as just as much benefit will redound to the sheepgrower in the one case as in the other.

The duty which we have agreed with other pullers as just and equitable is 10 cents per skin, the cost of pickling for labor and materials being, as we have said, about 13 cents per skin. The principle of the tariff, viz, to protect American labor and the American manufacturer, as well as the American farmer, also to furnish revenue for the national Treasury, applies in the case of pickled skins if it does anywhere, and we sincerely trust that you will do what you can to secure protection for them.

JAS. McMILLAN & Co.,  
JAS. McMILLAN, *President*.

#### DUTY OF 10 CENTS A SKIN RECOMMENDED.

DETROIT, MICH., *December 30, 1896.*

DEAR SIR: We believe that the skin of the sheep after the wool is removed should have a duty imposed. At present it is imported free of duty. To take the wool from the skins costs in labor from 7 to 8 cents per skin, and in materials necessary to accomplish this from 4 to 5 cents per skin.

In our opinion a duty of 10 cents per skin or \$1.20 per dozen should be imposed. In 1892 this State produced 11,000,000 pounds of wool, and in 1896, after four years of free wool, about 6,000,000 pounds. If we have protection, our flocks will soon again reach the former quantity. Calculating 5 pounds of wool per sheep this would give this State 2,200,000 sheep, and by imposing a duty of 10 cents per skin would add \$220,000 per annum to the amount received by our farmers in this State alone. In 1894 there were over 45,000,000 sheep in the United States. On these the added value would mean \$4,500,000. In addition to this the question of labor must be considered. Skins brought to this stage are certainly a manufactured article and our labor should be protected against the cheap peon labor of South America and the almost as cheap labor of Belgium and the countries along the southern shore of the Mediterranean Sea.

To complete the operation of tanning it is only necessary to immerse these skins in a tanning liquid so that one more operation in which scarcely any labor is required brings the skins under the head of tanned sheep skins on which a duty of 20 per cent is now imposed.

TRAUGOTT SCHMIDT & SONS.



**IVORY.**

(Paragraph 519.)

**REQUEST THAT THE RATE OF THE ACT OF 1890 BE RESTORED**PHILADELPHIA, *December 18, 1896.***COMMITTEE ON WAYS AND MEANS:**

In your consideration of the provisions for a new tariff act, we would respectfully request that you reinstate therein as formerly the conditions of paragraph 618 of the act of October 1, 1890, which was as follows: "Ivory and vegetable ivory, not sawed, cut, or otherwise manufactured, free," in place of paragraph 519 of the act of August 1, 1894, for the following good and sufficient reasons, viz:

We have been extensively engaged in the manufacture of ivory, bone horn, and other similar goods for nearly fifty years, and in that time have made and sold large quantities of ivory billiard, pool, and bag-atelle balls, but by reason of the act of August 1, 1894, the channel of manufacture has been directed to the benefit of foreign interests and our productions have entirely ceased, to the disadvantage of ourselves and our workmen, without any financial advantage to the Government or decrease in cost to the consumer.

THE HARVEY & WATTS COMPANY,  
WM. C. SHARPLESS, *President.*

**JUNK.**

(Paragraph 523.)

**A DUTY WOULD RESTORE AN IMPORTANT INDUSTRY.**WASHINGTON, *January 11, 1897.***COMMITTEE ON WAYS AND MEANS:**

Failing to notice any reference to a duty on foreign junk stock, scrap iron, metal, rope, rags, paper, wood pulp, and all other articles entering into or calculated to maintain profitable prices therefor, and, as an ex-dealer, I beg to call your attention to the fact that reductions in tariff rates, beginning as far back as 1880 and continuing up to the passage of the McKinley bill in 1890, almost entirely destroyed this industry and forced hundreds of thousands engaged in the gathering of such stock into idleness or other lines of employment.

For years foreign importations, coming mostly in ballast, have so reduced prices as to preclude the possibility for any margin of profit to the gatherers until they have been forced out of the business, and small dealers, by whom thousands of hands were employed, have likewise been forced out of the business.

The paper mills and some wholesale dealers may find wood pulp satisfactory and be content with foreign stock at nominal cost, but the hundreds of thousands of idle gatherers and working people, as well as ex-dealers, would welcome a resumption of an industry in which so many made a comfortable living and never lacked for employment.



I respectfully suggest that this matter be given your careful consideration, and that persons interested in the business be called into conference. Please do not cast this aside as a matter of minor importance, for a full investigation will demonstrate its great importance and vast possibilities.

R. W. SHECKELLS.

## BLEACHING POWDER.

(Paragraph 537.)

### THE NASHOBA COMPANY, OF AYER, MASS., WANTS PROTECTION FROM THE BIG ALKALI TRUST.

AYER, MASS., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We desire to call the attention of your committee to the fact that bleaching powder (chloride of lime) should no longer be admitted free of duty to the United States. The bill now being framed should give a fair protection to manufacturers of this product in the United States. The reasons for which we ask for this we will set forth in as concise form as possible.

Bleaching powder has its greatest consumption in the United States, much larger than any other country—the exact amount of importation we can not give—your committee probably has them at its disposal, but they must approximate 150,000 tons per year, and constantly increasing. Up to the present time its manufacture has been confined and controlled by European manufacturers and almost wholly by the English Alkali Trust, known as the United Alkali Company, Limited, of Liverpool. By their enormous capital of \$45,000,000 and other advantages, such as low wages, cheap raw material, and merely nominal rates of freight across the ocean, they have prevented American manufacturers from going into the business, and have also been able to dictate any price they chose for the product between 2 and 3 cents per pound. At the same time have so intrenched themselves in the trade, by contracts and otherwise, that a foothold for American manufacturers has been almost an impossibility. During the past two or three years, however, there has been a change going on of great importance to our country. The development of an entire new way of manufacturing this product has been accomplished by a number of manufacturers, whereby it is now produced by electricity. The United Alkali Company, seeing the handwriting on the wall, have gradually reduced the price on bleach (to still longer keep control in their own hands) to about 1½ cents per pound. There are now a number of successful electric processes in America, viz, one at the Rumford Falls Electro Chemical Company, Rumford Falls, Me.; at the S. D. Warren Paper Company, Cumberland Mills, Me., and at our own works here, and at the Mathieson Alkali Works, Saltville, Va. We have one advantage over the manufacturers of Europe; that is, cost of power. We can produce power for electrolysis from our large water powers in the North, South, East, and West less than any other country excepting Canada, but their low wages in Europe, low ocean freights more than offset our advantage of cheap power, and as they can land their products at all of our seaboard cities for less money than we can transport by rail 200 miles, we are at a



great disadvantage still, as the consumption of bleaching powder is largely at the seaboard cities and near-by towns.

If we could have a small duty on bleaching powder of 36 per cent chlorine strength (or its equivalent in any chlorine bleaching compound), of only one-half cent per pound, we are confident we can in a year or two capture our own home market, and without increasing the cost one iota to the consumer. During the time our manufacturers are getting a foothold the United States will be getting a revenue of from \$1,500,000 to \$2,000,000 per year from importations of bleaching powder. We ask this specific low duty of one-half cent per pound because we think we are fully entitled to some protection, and our country, both the manufacturers and consumers, are in the clutches of this gigantic United Alkali Company, and we never can get out unless we are given a little encouragement by the placing of a specific duty of one-half cent per pound or more upon this product. If this is given there will be at least \$10,000,000 of American capital invested in the business within two years, with a probability of \$20,000,000 during the next few years. It will give employment to a large number of people, North, South, East and West, as the water powers of these sections can be advantageously used in their manufacture. Our country has abundance of the raw material used, viz, salt and lime, and there is no reason or justice why we should not have this duty asked. We are ready with associates to at once go forward with large works if it is granted, and also to establish branch works in the South, West and Middle States, and to put in private plants to large consumers, such as the pulp and paper manufacturers. We are ready to convince and prove to the Ways and Means Committee that our process by electricity will in a short time, in connection with the other electric methods already mentioned, be able to produce as much bleaching powder as is now used in the United States, and with the low specific duty asked we will compete with the United Alkali Company (a little later) in the South American countries.

CLINTON LOVELL,  
*General Manager Nashoba Company, Ayer, Mass.*

### IS NOT MADE IN THIS COUNTRY.

AKRON, OHIO, *January 3, 1897.*

DEAR SIR: We use 480 casks of chloride of lime, or, as the paper manufacturers call it, "bleaching powder," in one year. This is equal to twenty-four cars a year. The price we get it at now is  $1\frac{3}{4}$  cents per pound f. o. b., New York. We understand there is a movement on foot to put a duty on this bleaching powder of one-fourth cent per pound. So far no firm in the United States has been able to make this bleaching powder, consequently there is none made here. Therefore, why should there be a duty on chloride of lime or this bleaching powder that is sent to this country? Our idea of the tariff is, anything that is not made in this country should come over free of duty.

Eighty per cent of the total consumption of chloride of lime is used by paper mills.

THE THOMAS PHILLIPS CO.,  
*Manufacturers of Paper.*



## MINERAL WATERS.

## PETITION OF THE MEDICAL PROFESSION OF THE UNITED STATES.

The following resolution was adopted at a meeting of the New York County Medical Association, held on May 19, 1890:

*Resolved*, That the New York County Medical Association, a representative body composed of five hundred practicing physicians in the city of New York, believing that it is for the best interests of the people of the United States that all foreign natural mineral waters should be imported free of duty, respectfully urges upon the National Senate and House of Representatives that the provisions now in force relating to foreign natural mineral waters, and to the bottles in which they are imported, should be reenacted in any tariff which is sanctioned by them.

*To the Honorable the Senate and House of Representatives of the United States of America in Congress assembled:*

Your memorialists, members of the medical profession in various cities of this country, respectfully present this their petition and pray that the same may be considered at an early day.

The provisions of the tariff bill now under the consideration of your honorable Houses are designed to inflict duties upon natural mineral waters which will prevent their importation.

The proposed tariff provisions are such that all natural mineral waters which contain free carbonic acid gas, and which therefore may be described in popular language as "effervescent" in various degrees, will be subject to prohibitive duties.

Under present enactments all such waters are for reasons of public utility, and because of their great value to public health as beverages and as medicines, expressly admitted free, except in respect to a reasonable duty on the bottles in which they are inclosed.

The carbonic acid gas which such natural mineral waters contain, and in virtue of which they are necessarily more or less effervescent, is one of the main elements in their constitution. It has the effect of preserving their valuable natural ingredients in solution, and without such free carbonic acid gas they would inevitably suffer change and deterioration, which would alter their constitution and destroy their properties and good effects. They would undergo decomposition and become undrinkable and useless.

We respectfully submit that it would be contrary to public policy to deprive the many thousands of persons of the benefits which they now derive from these natural mineral waters, whether as dietetic beverages or as medicines.

Such deprivation would take out of the hands of the medical profession these important resources of hygiene and of medicine and would be a serious injury to the people.

The combined effects of the heavy and prohibitive tax which it is now proposed to levy on bottles containing mineral water, and the yet heavier prohibitive impost proposed on effervescent natural mineral waters, would altogether rob the public and the medical profession of the inestimable boon which under the present and all preceding tariffs they have enjoyed by the provisions expressly inserted in such tariffs in favor of these waters on the grounds of health and public utility, and we submit that on these grounds the provisions now in force relating to foreign natural mineral waters, and to the bottles in which they are imported, should be reenacted in any tariff which is sanctioned by your honorable Houses.

We respectfully and earnestly pray that our petition may be considered at an early date.

FORDYCE BARKER, M. D., and 900 others.

[Presented in the Senate and referred to the Committee on Finance June 13, 1890.]

## APOLLINARIS SHOULD BE TAXED.

PHILADELPHIA, December 15, 1896.

## COMMITTEE ON WAYS AND MEANS:

As you are about to take up the tariff question, I wish to suggest to you a few items that are now on the free list, which under the proper



administration of the tariff should be on the dutiable list. The most prominent one is apollinaris water. Many thousands of cases of this is brought into this country every year to the detriment of owners of equally as good American springs, and the apollinaris pays no duty.

It is consumed entirely by the wealthy class of the community, and it is difficult to advance any reason why it should be exempt from taxation.

The bottles in which it is contained cost low in Germany, and are reused here to the injury of the American bottle makers. I can see no reason why it should not have a duty placed on it of 33 per cent, which would afford a large revenue to the Government, and a duty should not bear on apollinaris water alone, but on all imported table waters and beverages.

We imported in the past year from Belfast, Ireland, large invoices of ginger ale and lemonade. While there was a duty on the ginger ale, there was none on the lemonade, which latter came into the country free of all tax. There was a tax appraised on the bottles, but upon protest it was taken off.

As merchants, we are desirous, of course, to have the duties as low as possible, but, as Republicans, we can not see any reason why all the above goods that are brought into this country in competition with those produced here should not bear a proper amount of tax.

The revenue that would be received from a proper duty on apollinaris and other table waters would reach probably half a million a year.

GEORGE A. FLETCHER.

## AMERICAN MEDICINAL SPRINGS SHOULD HAVE AN OPPORTUNITY.

WAUKESHA, WIS., *January 11, 1897.*

### COMMITTEE ON WAYS AND MEANS:

I wish to enter my humble petition, representing one of the great industries of the country that is and always have been in great need of protection. Foreign mineral waters and ginger ales have at all times been imported with little, if any, duty, to the great detriment of this industry. We have just as fine and pure waters in this country as there are in the world, but we can not successfully compete with the pauper labor of the Old World. Such waters as the apollinaris and similar waters are put upon the United States market at such figures as to almost drive us from the field. They enter this country under the guise of natural and medicinal waters, which is all wrong. With a proper and moderate duty placed on those waters every mineral-water bottling works in the country would be started up and give employment to hundreds of men, and many thousands of dollars would be kept at home in place of being sent out of it.

WHITE ROCK MINERAL SPRING COMPANY.  
C. A. WELCH, *Secretary and Treasurer.*



## MOSS PEAT.

(Paragraph 558.)

## STATEMENT OF MR. W. GOLDEN, OF CHICAGO, ILL.

MONDAY, *January 11, 1897.*

Mr. GOLDEN said: Mr. Chairman and gentlemen of the committee, I desire to speak to you in reference to moss peat. Moss peat is an article which is used in this country and other countries as horse bedding.

Mr. McMILLIN. It is noncombustible, I believe?

Mr. GOLDEN. It is nearly noncombustible, and it is manufactured in Holland, Belgium, and Germany. A few years ago the persons using it thought there was a plenty of raw material in this country, and they were purchasing it in Chicago for use at that time at the rate of \$40 per ton. They hunted up the material, put up a plant, and manufactured some and put it in Chicago at \$15 per ton on sale.

Mr. HOPKINS. What was it selling at before that time?

Mr. GOLDEN. It was selling at \$30.

Mr. HOPKINS. And the American producer has put it down to \$15 per ton?

Mr. GOLDEN. Yes, sir. Just as soon as the American manufacturer put it into the market the importers reduced the price in Chicago to \$12 per ton, which is less than we can afford to make it. The labor is largely manual labor, and the raw product is 90 per cent water. It has to be taken out of the marsh, spread on the ground, dried, ground, and pressed and then delivered to the car, and it is largely manual labor.

The CHAIRMAN. Where is that obtained?

Mr. GOLDEN. In Jackson County, Wis.

Mr. HOPKINS. Is it obtained in many other place in this country?

Mr. GOLDEN. There are other deposits in this country, but no other place where it has been manufactured and put on the market.

Mr. HOPKINS. Can it be obtained in sufficient quantities to meet the demands of this country?

Mr. GOLDEN. It can. There is plenty of raw material.

Mr. HOPKINS. It is largely if not nearly all labor?

Mr. GOLDEN. Yes, sir.

Mr. HOPKINS. And before starting the American industry the foreigners charged \$30 per ton.

Mr. GOLDEN. Yes, sir.

Mr. HOPKINS. Now they have dropped to \$12 a ton, which is cheaper than it can be made here, in order to prevent the manufacture in America?

Mr. GOLDEN. Yes, sir.

Mr. HOPKINS. And what you desire is that it be taken from the free list and put in the dutiable list?

Mr. GOLDEN. Yes, sir; put it in the dutiable list.

Mr. HOPKINS. Will you indicate the rate of duty which you think ought to be imposed?

Mr. GOLDEN. We ask for \$4 per ton.

Mr. HOPKINS. Have you a written statement concerning that subject?

Mr. GOLDEN. We will file a written statement.

The CHAIRMAN. What is the foreign cost of this product?



Mr. GOLDEN. The cost delivered on the car ready for shipment is about \$10 per ton at the factory.

The CHAIRMAN. And you want 40 per cent protection?

Mr. GOLDEN. We ask a duty of \$4 a ton on loose mixed.

The CHAIRMAN. What amount of labor is there in preparing it?

Mr. GOLDEN. Why, it is nearly all labor.

The CHAIRMAN. How much per ton does it cost to prepare it?

Mr. GOLDEN. It costs to prepare and deliver at the car \$10 per ton.

The CHAIRMAN. How much does it cost to prepare it?

Mr. GOLDEN. It costs about \$7.50 a ton.

Mr. STEELE. What is the foreign price of this commodity?

Mr. GOLDEN. The foreign price of a car laid down in Chicago is a little less than \$12 a ton.

Mr. TURNER. Where does it come from?

Mr. GOLDEN. Germany, Holland, and Belgium.

Mr. TURNER. Ireland?

Mr. GOLDEN. There is no Irish imported into this country that I know of, but they have plenty there.

Mr. STEELE. At what can you lay it down in New York?

Mr. GOLDEN. That would depend upon the rate of freight. The last figures I gave parties in New York for it were \$18 delivered in New York.

Mr. HOPKINS. The point you are making, I understand, is this: Before there was any home competition at all the foreigner charged \$30 per ton to the American consumer, but the moment the American industry started to work and placed this upon the market at \$15 per ton the foreign importers, for the purpose of driving you out, put the price below your cost of production?

Mr. GOLDEN. Yes.

Mr. HOPKINS. And what you desire is a reasonable protection against that?

Mr. GOLDEN. Yes, sir.

The CHAIRMAN. Will you file with your statement the written items of cost of the production in this country and the cost of production abroad of this particular article?

Mr. GOLDEN. I give the cost of production here in the statement, but the cost of production abroad is not in the statement.

The CHAIRMAN. Do you give the price at which it can be bought at the seacoast abroad?

Mr. GOLDEN. I think I can, but I haven't it here.

Mr. HOPKINS. Can you get that and furnish it to the committee within a day or two so it can be filed with your written statement?

Mr. GOLDEN. Yes, sir.

Mr. TURNER. Do you think the price has run down under the apprehension of the protective duty you require.

Mr. GOLDEN. I think the price has run down as far as the foreign market is concerned, as they do not want us to manufacture. They say they want to make us sick so that none of our neighbors will go into the business.

Mr. TURNER. Has not the price run down on the other side?

Mr. GOLDEN. I do not think it has, although it is something I am not familiar with.

Mr. TURNER. That is an important point in adjusting the matter of protection,



Mr. GOLDEN. I wish to make one statement, and that is this commodity is used by well-to-do and wealthy people, and by putting a tax on it the poor man will not be at all hurt.

Mr. DALZELL. What is the amount of the importation?

Mr. GOLDEN. The only thing I know is the statement of one of the sales agents, who says it is about 50,000 tons per annum.

Mr. DOLLIVER. Is that all used for horse bedding?

Mr. GOLDEN. Yes, sir; and as a deodorizer.

Mr. DOLLIVER. None of it used for mattresses?

Mr. GOLDEN. Not that kind of peat. This is moss peat.

Mr. McMILLIN. Let me see if I understand you correctly. You say the cost in Chicago is \$12?

Mr. GOLDEN. The cost is \$12 in Chicago.

Mr. McMILLIN. And you are able to put it on board the cars for \$10?

Mr. GOLDEN. At the factory; and there are 257 miles of freight.

Mr. McMILLIN. What is the freight rate?

Mr. GOLDEN. At the present time it is \$1.60 a ton.

Mr. McMILLIN. So you are beneath their prices even on your figures, and ought to compete?

Mr. HOPKINS. That does not follow at all, because that is the bare expense.

Mr. McMILLIN. That is what I wanted to hear about.

Mr. GOLDEN. It leaves no profit and leaves us nothing to do the business on.

Mr. PAYNE. The modern idea is, we should do business for the fun of the thing

The CHAIRMAN. What is the name of this article imported?

Mr. GOLDEN. It is imported as moss peat bedding, or just simply as peat.

The CHAIRMAN. It does not seem to be specifically mentioned here?

Mr. GOLDEN. I guess it is in the list as peat.

Mr. WHEELER. Do your foreign competitors sell to the American market for less than to other markets?

Mr. GOLDEN. That is something I do not know.

Mr. Golden submitted the following statement:

CHICAGO, ILL., *January 1, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

A class of goods now on the free list, imported from Europe, mainly from Germany, Holland, and Belgium, called moss peat horse bedding, is prepared from a vegetable deposit known as peat.

This material has great power in the way of deodorizing and absorbing odors and liquids, and, on account of possessing to so large extent as it does the properties above named, it has great merit as a sanitary agent; also in keeping horses' feet in perfect condition, thereby doing away with the necessity of packing them.

One of the members of the subscribing company has used this horse bedding (never having heretofore been manufactured in America) for seven years past in his own stable, purchased of the importers' agent at Chicago at the cost of \$30 per ton, until about a year ago, at which time he succeeded, with the aid of others interested, in organizing a company and building a steam plant, with suitable machinery for manufacturing this peat substance into form for use as horse bedding, and after thorough test we find its output fully equal in every respect to that imported, which we placed on the market in Chicago at \$15 per ton. Then dealers in the imported article immediately dropped their price from \$30 to \$12, and even as low as \$11 per ton, and on this account we were compelled to shut down our works.

Your subscribers based their investment in this steam plant, and in the cost of the large per cent of the cost of the manufacture of the goods required by manual labor before being carried to the steam plant, on the supposition that being such a distance from the coast the freight that the foreign article would be subject to would give us



protection, at least in Chicago and our Western market, and the price (they immediately dropped to the price as stated) convinced us we were badly mistaken.

Peat deposits are plenty in nearly all the States and a large per cent of them are suitable and valuable for use in the lines named, when in form for use. A large industry can and would be built up in preparing this material for general use could our people have the difference in the cost of labor as between that which prevails in Europe and that in our own country, and a specific duty of \$4 per ton would enable our own people to keep our own market and at the same time have just as good an article in every respect as the imported for one-half the price consumers were compelled to pay when the importers had the monopoly on our market.

From the facts as above stated we pray your committee will recommend for passage, in the new adjustment of the tariff, a specific duty of \$4 per ton on all imported foreign moss peat horse bedding, either in clear, mixed, loose, or in package form, and thus aid a new industry and American labor.

THE WISCONSIN CRANBERRY MOSS AND PEAT COMPANY.

### SUPPLEMENTARY STATEMENT SUBMITTED BY MR. GOLDEN.

WASHINGTON, D. C., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We beg permission to make this as a supplementary statement to the one filed by us. Moss peat, or peat moss, has been used in this country about ten years, commencing with a small importation of about 20 tons, and increasing until the amount imported in 1896 was, from the best information, about 10,000 tons. The use of this article will increase very rapidly in the future, as it has not been in use in but a limited part of the country and mostly near the Atlantic coast, and as the value of the peat in the marsh is merely nominal.

The value of a manufactured article is the cost of the labor, which with us at the present is about \$10 per ton, on cars 257 miles from Chicago. With large increase amount produced, the cost can be materially lessened, which will increase consumption and in a short time give employment to a considerable amount of American labor. As this article is used at present only by the well-to-do and rich, the tariff on the imported asked by us will not be a tax on the poor.

THE CRANBERRY AND MOSS PEAT COMPANY,  
By W. A. GOLDEN.

### COCOANUT OIL.

(Paragraph 568.)

### COMPLAINT THAT IMPORTATIONS OF COPRA INJURE A PACIFIC-COAST INDUSTRY.

SAN FRANCISCO, *January 6, 1897.*

DEAR SIR: As we are conducting a prominent industry which is of great importance to the Pacific Coast, and for which we seek protection under the proposed tariff bill, we write you.

We are engaged largely in the manufacture of cocoanut oil, and our factory is situated in West Berkeley, on the shores of the bay, where we give employment to a number of hands. This oil, under the present tariff, is free of duty and is largely imported from India and the East



Indies into the ports of the Atlantic seaboard. The raw material from which this oil is expressed is the cocoanut grown in the South Sea Islands and brought here in a dried state, commonly known as copra.

This business in which we are engaged is capable of great expansion were it not for the severe competition which we are obliged to meet from the imported oil made by Indian labor. Under the early tariffs a duty of 10 per cent was imposed on the imported oil, but subsequently this duty was removed, the oil being classified as a nut oil and entered free of duty. The oil is largely used in the manufacture of soap throughout the United States, and were sufficient protection afforded the industry we could make enough to supply the United States, and this protection would simply counteract the additional freight which we are obliged to pay for transportation to the Eastern markets.

In fostering this industry you would be building up the commerce of the Pacific Coast, inasmuch as the South Sea Islands would furnish us with copra, taking to a great extent our products in exchange, a trade which is now going to Germany, and which could thus be diverted to our shores.

We address you this merely as preliminary and would like your suggestions as to what steps should be taken, or if you are willing to interest yourself in the matter, we will furnish you with sufficient data to fortify the position and make your demands appear reasonable. We believe that a duty of at least 2 cents per pound should be imposed on this article.

EL DORADO LINSEED OIL WORKS COMPANY.  
E. L. G. STEELE & Co., *Agents.*

## CARPET DESIGNS.

(Paragraph 585.)

**THE CHEAPNESS OF THE FOREIGN ARTICLE MAKES IT SALABLE  
AND NOT ITS QUALITY.**

PHILADELPHIA, *January 6, 1897.*

### COMMITTEE ON WAYS AND MEANS:

I would respectfully call the attention of the Ways and Means Committee to the item of designs for carpets and upholstery goods, etc. A great many designs are sent annually through the mails direct to American manufacturers, and one designer brings personally semi-annually a great many designs. They are sold in direct competition with the work of American designers, and considering that they are sold for less money than they can be produced in this country on account of the relative difference in wages, it consequently keeps a great many American designers out of employment.

In the present tariff bill designs for textile fabrics are classed as works of art. I think this is a mistake, as designs are a commercial article brought here to be sold at a profit, and if they were not sold for less money than the American designs can be made for, they would not sell at all. It is their cheapness that sells them and not their quality,



as they are inferior to American designs in point of style and artistic workmanship. I think that an ad valorem duty of about 30 per cent would give the American designer a chance to develop and get employment.

A. G. FROMUTH.

### THIRTY PER CENT DUTY WANTED.

#### COMMITTEE ON WAYS AND MEANS:

I write to ask that, as designs for carpets come under the head of paragraph 575 of the present tariff law, you restore the duty of 30 per cent ad valorem on importations of designs for carpets, rugs, etc., making the paragraph the same as that passed by the House July 21, 1888. The reason for this request is based upon the remarkably low price asked for the designs imported into this country, much below the price that it costs us to produce them, indicating two facts:

(1). Cheapness of labor.

(2). That duplicate copies of designs sold to manufacturers in their own country can be made by mere apprentices, and the duplicate copy sold in the United States at a remarkably low figure, because of its being a duplicated design, and also that it costs little to produce, much to the detriment of American designers.

T. L. LAWTON.

### A DUTY WOULD KEEP THOUSANDS OF DOLLARS AT HOME.

PHILADELPHIA, *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I would respectfully call your attention to paragraph 575 of the present tariff law. Designs for carpets come under the head of this article and are admitted free of duty.

Under the law which passed the House July 21, 1888, a duty of 30 per cent ad valorem was levied, and I would ask that the same duty be incorporated in this article when you revise.

This will mean protection to home artists in every branch, and in my particular branch many thousands of dollars will be kept in this country instead of using foreign productions.

I would suggest the following paragraph:

Paintings, in oil or water colors, original drawings and sketches, and artists' proofs of etchings and engravings, and statuary, not otherwise provided for in this act, 30 per cent ad valorem. But the term "statuary" as herein used shall be understood to include only professional productions, whether round or in relief, in marble, stone, alabaster, wood, or metal, of a statuary or sculptor, and the word "painting," as used in this act, shall not be understood to include such as are made wholly or in part by stenciling or other mechanical process.

EUGENE H. HILL.



## GYPSUM OR PLASTER OF PARIS.

(Paragraph 588.)

## PRODUCERS OF GYPSUM AND PLASTER OF PARIS ASK FOR A DUTY.

WASHINGTON, D. C., *January 9, 1897.*

## COMMITTEE ON WAYS AND MEANS:

In view of the fact that a readjustment of the tariff of the United States is now under consideration for the purpose of increasing its revenue and protecting its industries, we desire to call the attention of your committee to a large and growing American industry which we believe should receive more ample protection than has been accorded it in the past. We refer to the production of gypsum rock and its manufacture into the product more commonly known as plaster of paris, a duty upon which, we believe, will afford a source of revenue to the Government without oppression to any existing interest, and which will also afford protection to an industry employing a large amount of labor in this country.

As you may not be familiar with the workings of this industry, we beg to submit some facts and figures for your consideration which we trust will furnish you such information as you desire to enable you to give the subject candid consideration, believing thereby that the industry will commend itself to you as one whose interests you will gladly further, thus insuring more beneficial results to American manufacturers and American laborers.

Gypsum is a mineral whose composition is a hydrous sulphite of lime, and is found in beds which, in some cases, are many hundred feet in thickness—its color varying according to its purity. It sometimes appears in a transparent or crystalline form, but in this country is found mostly in massive fine-grain form, sometimes known as alabaster. Its principal utility when manufactured is in the form of plaster of paris, in which it is used for building purposes, entering largely into the construction of every building in the United States, and also in the manufacture of plate glass, and for casts and molds for potteries, terra cotta, and in the arts.

Its manufacture consists in the crushing and grinding of the crude rock, when it is subjected to an intense heat, and is then known as calcined plaster or plaster of paris. A small amount of gypsum rock is ground only, and used as land plaster, statistics showing that less than 10 per cent of the total production of this country and importation is used for land plaster purposes.

From the statistics given below you will see that the production of gypsum is by no means confined to the United States, but is found in large quantities in various parts of the Old World and Canada, the greater part of the Canadian product being furnished by Nova Scotia. During the five years ending 1893 the following countries outside of the United States produced (see Mineral Industry, its Statistics, Technology, and Trade for 1894, by R. P. Rothwell):

|                          | Metric tons |
|--------------------------|-------------|
| Austria-Hungary.....     | 2, 663      |
| Baden.....               | 97, 954     |
| Bavaria.....             | 112, 885    |
| Canada.....              | 1, 007, 896 |
| Greece.....              | 526         |
| England and Ireland..... | 709, 887    |
| Total.....               | 1, 931, 811 |



France, the largest foreign producer, is omitted for the reason that we are unable to secure the statistics.

For information regarding the production of gypsum in the United States, from 1889 to and including the year 1895, we refer your committee to the report of Mr. David T. Day, chief of the Division of Mineral Resources of the Geographical Survey of the Department of the Interior for 1895, a copy of which we submit herewith, and from which we quote the following:

[Tons of 2,000 pounds each.]

| State.            | 1889.   | 1890.   | 1891.   | 1892.   | 1893.   | 1894.   | 1895.   |
|-------------------|---------|---------|---------|---------|---------|---------|---------|
| California.....   |         |         |         |         |         |         | 5,158   |
| Colorado.....     | 7,700   | 4,580   |         |         |         |         | 1,371   |
| Iowa.....         | 21,782  | 20,900  | 31,385  |         | 21,447  | 17,906  | 25,700  |
| Kansas.....       | 17,332  | 20,250  | 40,217  | 46,016  | 43,631  | 64,889  | 72,947  |
| Michigan.....     | 131,767 | 74,877  | 79,700  | 139,557 | 124,590 | 79,958  | 66,519  |
| New York.....     | 52,608  | 32,903  | 30,135  | 32,394  | 36,126  | 31,798  | 33,587  |
| Ohio.....         | (a)     | (a)     | (a)     | (a)     | (a)     | 20,827  | 21,662  |
| South Dakota..... | 320     | 2,900   | 3,615   |         | 5,150   | 4,295   | 6,400   |
| Texas.....        |         |         |         |         |         | 6,925   | 10,750  |
| Virginia.....     | 6,838   | 6,350   | 5,959   | 6,991   | 7,014   | 8,106   | 5,800   |
| Other States..... | 29,420  | 20,235  | 17,115  | 31,301  | 15,657  | 4,608   | 15,609  |
| Total.....        | 267,769 | 182,995 | 208,126 | 256,259 | 253,615 | 239,312 | 265,503 |

a Included in "Other States."

As the imports of gypsum into the United States are principally from the provinces of Ontario, New Brunswick, and Nova Scotia, in the Dominion of Canada, the following table showing the production in and exports from the Dominion, will be found interesting:

| Year.     | Production<br>(short tons). | Exports<br>(short tons). |
|-----------|-----------------------------|--------------------------|
| 1889..... | 213,273                     | 178,182                  |
| 1890..... | 226,509                     | 175,691                  |
| 1891..... | 203,545                     | 172,496                  |
| 1892..... | 226,568                     | 175,518                  |
| 1893..... | 192,568                     | 176,489                  |
| 1894..... | 223,631                     |                          |
| 1895..... | 226,178                     |                          |

Nearly all if not the entire amount of gypsum rock imported into the United States comes from Nova Scotia, and according to the same authority above quoted, the following were the importations for the period from 1889 to 1895 inclusive:

| Year ended— | Ground or calcined. |          | Unground.  |           | Total<br>value. |
|-------------|---------------------|----------|------------|-----------|-----------------|
|             | Long tons.          | Value.   | Long tons. | Value.    |                 |
| 1889.....   | 5,466               | \$40,291 | 170,965    | \$179,849 | \$220,140       |
| 1890.....   | 7,568               | 55,250   | 171,289    | 174,609   | 229,859         |
| 1891.....   | 9,560               | 97,315   | 110,257    | 129,003   | 226,319         |
| 1892.....   | 6,882               | 75,608   | 181,104    | 232,403   | 308,011         |
| 1893.....   | 3,363               | 31,670   | 164,300    | 180,254   | 211,924         |
| 1894.....   | 2,027               | 16,823   | 162,500    | 179,237   | 296,060         |
| 1895.....   | 3,295               | 21,526   | 192,549    | 215,705   | 247,583         |

This rock, being free of duty, compels the American producers to relinquish a large amount of trade and employment that properly belong to the American laboring man, for four-fifths, if not more, of the labor involved in the production of gypsum is employed in the



mining and quarrying of the crude rock and getting it into shape for the mill work, the modern plaster mill machinery being of such an improved character for the grinding and calcining of the plaster of paris that a small amount of labor only is employed in the mills. For example: A mill in Michigan, when in operation, employs 20 men, and at the same time over 100 men are constantly employed in its quarry to keep the mill running and sustain the life of the village, whose 350 inhabitants (and surrounding farmers) depend upon this alone for their maintenance (and market), and practically this same condition of affairs exists in all the other States where gypsum is produced, these men being paid for their labor at a rate of from \$1.50 to \$3 per day, while the Nova Scotia laborer for quarrying and mining receives only from 50 to 75 cents per day.

There are vast beds of gypsum found in the following named States and Territories: New York, Virginia, Ohio, Michigan, Alabama, Louisiana, Iowa, Kansas, Arkansas, Colorado, Texas, California, Utah, North and South Dakota, Oregon, Washington, Wyoming, and Montana, Oklahoma, Indian Territory, New Mexico, and Arizona. The deposit in Kansas alone is more than adequate to supply all the demands of this country.

The amount of capital invested in the quarrying, mining, and manufacturing of this product in Michigan alone can be placed on a conservative estimate at \$2,000,000. In that State and in the city of Chicago there are eight manufactories, employing when in operation from 800 to 1,000 men, and providing a living for at least 3,000 people. During the past three years these mills have not been running more than one-half the time, and the principal reason for this is because of the large importations of foreign gypsum, and it is safe to say that if a duty of at least \$2 per short ton were placed on the crude rock, \$2.50 per short ton on ground gypsum, and \$3 per short ton on ground calcined gypsum or plaster of paris, it would confine the consumption of the imported product to the Atlantic seaboard and territory adjacent thereto, and prevent the foreign manufacturers from dumping, at ruinous prices, their product which can not be consumed in their own legitimate business markets into Buffalo, Cleveland, Detroit, Chicago, Milwaukee, Duluth, and other large western cities upon which the manufacturers of the home product depend for their trade.

It is self-evident that where so large an amount of rock is imported from year to year, as shown by the above table (which we believe to be a fair average for all years), it greatly affects the output of the mines and factories of the United States, and consequently largely reduces the labor of the American workingman.

As has already been stated, the deposits of gypsum are of such a vast extent in this country that it is impossible to form any monopoly of the business. A few thousand dollars is sufficient to erect and equip a plant, and there is no secret about the method of its manufacture. There is no more danger of a combination on this product than there is of a combination of flouring mills, and if the price should be advanced to a figure beyond that which would warrant a legitimate profit to the manufacturer, numerous mills would immediately spring into existence, and thereby thwart the object of the promoters of such an enterprise.

The producers of gypsum occupy the same position in this matter as the producers of iron ore, pig iron, pig lead, coal, marble, limestone, granite, zinc, and numerous other articles now upon the dutiable list. They are handicapped by a lack of consumption, but if they were enabled to transfer a certain portion of the business that is now being done with



the foreign product to the mills operating in the United States the cost to the American manufacturers would be sufficiently reduced to permit them to reach any market in the United States without an increase in the price to the consumer.

We think we state the facts fairly when we say that, on the whole, the producers of gypsum in the United States, on the output of 265,000 short tons during the year 1895, did not make a dollar, and if the consumption had been increased 25 to 30 per cent, at the same price per ton, the manufacturers would have received some return upon their investment.

Respectfully submitted,

W. A. AVERY,  
*Representing Mills and Mines in Michigan and Ohio.*

G. S. RINGLAND,  
*Representing Mills in Iowa.*

S. A. WALKER,  
*Representing Mills in Kansas, Texas, and Indian Territory.*

B. W. McCAUSLAND,  
*Representing Mills in Illinois.*

O. B. ENGLISH,  
*Representing Mines and Mills in Western New York,  
South Dakota, Nebraska, and Kansas.*

CONNALLY F. TRIGG,  
*Attorney for the Buena Vista Plaster Company  
and other Virginia Interests.*

#### STATEMENT OF MR. CALVIN TOMPKINS, OF NEW YORK CITY, WHO PROTESTS AGAINST DUTY.

MONDAY, *January 11, 1897.*

Mr. TOMPKINS said: Mr. Chairman and gentlemen of the committee, I represent the New York City and New Jersey manufacturers of plaster of paris made from gypsum rock. It has been proposed to place gypsum rock on the dutiable list. This is the raw material we use in the manufacture of plaster of paris and agricultural plaster. Gypsum rock is brought from New Brunswick and Nova Scotia to the seaboard cities along the Atlantic coast, and large quantities are found in Michigan and other States farther west.

The reasons we ask that this material be left on the free list are as follows:

Mr. Tompkins then read the following paper:

First. It always has been on the free list.

Second. Large interests have been built up in the Eastern States under these conditions, notably in Maine, Massachusetts, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Virginia, District of Columbia, Maryland, South Carolina, and Georgia, and these industries representing the investment of large capital afford employment to a large number of laborers. As they are conducted under sharp competition, the margin of profit is very small and any added expense of manufacture would bring disaster to the capital invested and throw many men out of employment.

Third. Much of the Canadian plaster rock imported is sold ex-vessel to mills which simply grind it and ship it to farmers in the interior. This is particularly the case at Southern ports, consequently the farmers' interest would suffer by the imposition of such a tax.

Fourth. It is not practicable to use domestic plaster rock from the West at the Eastern mills, as the cost of transportation makes its use prohibitive, but manufactured plaster from the West is now being sold in competition with the same material



at the seaboard, consequently any legislation increasing the price of this raw material to the industries using it would be a discrimination in favor of the Western manufacturer as against the Eastern manufacturer, and this would be particularly unjust as the Western manufacturer already has his plant located at or near the source of supply, while the Eastern manufacturer is obliged to bring his raw material from Nova Scotia or New Brunswick.

Fifth. There is no rock in the United States of the same quality as the Nova Scotia and New Brunswick rock, and, although a duty might be placed upon this, it would not benefit the Western plaster interests further than to force an inferior grade of plaster of paris on the public at a lower price than it would be possible to manufacture the plaster of paris from Canadian rock.

Sixth. It is a matter of common report that a trade understanding exists among the Western manufacturing interests which enables them to obtain higher prices locally than they would obtain under competitive conditions. Consequently a duty placed on the raw material of their Eastern competitors would have the tendency of forcing the latter into close cooperation with their present rivals as a matter of self-protection, and a duty would thus promote a trust.

Respectfully submitted.

CALVIN TOMPKINS,  
*Representing Newark Lime and Cement Manufacturing Company.*

JEROME A. KING,  
*Representing J. B. King & Co.*

Mr. DOLLIVER. Is the natural supply of gypsum rock in this country adequate to the American demand?

Mr. TOMPKINS. It is adequate so far as quantity is concerned. It is not adequate for manufacturing at this point because the freight rates are prohibitive.

Mr. DOLLIVER. State whether the New York manufacturers of calcine plaster don't ship as far west as Chicago.

Mr. TOMPKINS. Yes, sir; because it is a superior quality and we sell there in competition with them; not on price but on quality. Our prices are uniformly higher than theirs—and they are sending their plaster East also.

Mr. DOLLIVER. Your selling of gypsum in the western cities has crippled the western manufacturers.

Mr. TOMPKINS. It is a question for the committee to decide whether it is proper to protect—

Mr. DOLLIVER. I would like you to answer my question.

Mr. TOMPKINS. What is the question?

Mr. DOLLIVER. Whether your selling in western cities has not crippled the calcine industry?

Mr. TOMPKINS. It has, and they have sold in the East and crippled us—interfered with our market. No, the word interfered is not the proper word; we have competed in their market with them, and they have competed in our market with us.

Mr. DOLLIVER. And they have about retired?

Mr. TOMPKINS. We have been given more of the western business than they have of the eastern.

Mr. TAWNEY. What would be the freight rate on the gypsum rock from the West to the East per ton or hundredweight?

Mr. TOMPKINS. I am not prepared to state.

Mr. TAWNEY. Have you ever inquired so as to ascertain?

Mr. TOMPKINS. Yes, but I have not the facts here.

Mr. TAWNEY. You base your principal argument in favor of keeping that on the free list on the question of freight. You ought to be able to state those rates as compared with the rates from the places whence you import your gypsum rock.

Mr. TOMPKINS. The rates from Canadian ports and from the Bay of Fundy and Nova Scotia are \$1.25 to \$1.50 per ton.



Mr. TAWNEY. What are they from Michigan, where you say this rock is found in abundance?

Mr. TOMPKINS. That I am not able to state.

Mr. TAWNEY. How do you claim, then, that the difference in the freight rate is one of the principal reasons for keeping this on the free list, if you do not know?

Mr. TOMPKINS. It certainly is. They are sending their manufactured plaster into this market—their finished product—into New York and Brooklyn, and, I think, into Baltimore markets as well, and that is what they will continue to do.

Mr. HOPKINS. I understood you to say that their product was inferior, and that was why you could go into Chicago and outsell them?

Mr. TOMPKINS. Yes, sir.

Mr. HOPKINS. Then how do they interfere with you in the East if you can pay the freight rates to Chicago and drive them out of their market there.

Mr. TOMPKINS. We do not complain of their interference. We ask for no discrimination. We are competing in their market on quality and they are competing in our market on price.

Mr. DOLLIVER. Are there factories in Indiana which are manufacturing calcine out of native material?

Mr. TOMPKINS. I think there are.

Mr. DOLLIVER. How many?

Mr. TOMPKINS. I don't know.

Mr. DOLLIVER. Twenty or thirty factories?

Mr. TOMPKINS. Maybe one or two factories.

Mr. DOLLIVER. The census report shows at least twenty.

Mr. PAYNE. What is this plaster used for?

Mr. TOMPKINS. Two purposes. Gypsum is brought in and manufactured into plaster of paris, used in the walls of buildings principally. It is also used as an agricultural fertilizer.

Mr. PAYNE. What proportion is used in agriculture?

Mr. TOMPKINS. That would be difficult to state.

Mr. PAYNE. A large proportion?

Mr. TOMPKINS. Yes, sir.

Mr. PAYNE. What they seek to put the duty on is the rough rock?

Mr. TOMPKINS. Yes, sir.

Mr. PAYNE. It is all manufactured in this country?

Mr. TOMPKINS. Yes, sir.

Mr. PAYNE. And of course the nearer the supply of the rough rock to the farmers the cheaper the goods?

Mr. TOMPKINS. Yes, sir.

Mr. DOLLIVER. Isn't it true that most of the labor entering into this is the labor in the quarry?

Mr. TOMPKINS. No; most of it is in the manufacture.

Mr. DOLLIVER. Isn't it true the Western factories that run these plaster mills employ four times as many men to dig the rock as to calcine the material?

Mr. TOMPKINS. I think not.

Mr. TAWNEY. To the extent that this is used as land plaster, it displaces that much lime, doesn't it?

Mr. TOMPKINS. No; not necessarily.

Mr. TAWNEY. What is the difference between the cost of the lime to the farmer and the cost of this plaster?

Mr. TOMPKINS. I can not state. It is used for different purposes. Phosphate rock of South Carolina has displaced a great deal of plaster, but the lime market has not interfered with it.



Mr. TAWNEY. Then the phosphate rock of the South is the only competitor of this rock for the purpose of land plaster, is it?

Mr. TOMPKINS. They are for different purposes.

Mr. TAWNEY. We are speaking now of land plaster alone.

Mr. TOMPKINS. They both serve their purposes as agricultural fertilizers.

The CHAIRMAN. What is the foreign or Nova Scotia value of gypsum in rock form?

Mr. TOMPKINS. In Canada?

The CHAIRMAN. Yes; in Nova Scotia.

Mr. TOMPKINS. It will run from about 60 cents to about \$1.25 a ton on board at the Canadian ports. It will be about that.

Mr. TURNER. How would a duty on this rock affect the manufacturers of land plaster and plaster of paris on the Eastern coast?

Mr. TOMPKINS. It would be a burden upon the raw material of their industries, which has always been brought in free so far, and industries have been built up under those conditions.

Mr. TURNER. And would it be a discrimination in favor of other manufacturing establishments differently located?

Mr. TOMPKINS. It would.

Mr. TURNER. Where is this plaster of paris used by the farmer on the Atlantic Coast manufactured, generally?

Mr. TOMPKINS. It is brought in large quantities to Alexandria, Va., near here. I think that is the largest market. It is brought into all of the larger cities, Baltimore, Wilmington, Savannah, and Philadelphia.

Mr. TURNER. Has the price ever been lower than it is now?

Mr. TOMPKINS. I think not.

Mr. TURNER. Is there any arrangement to regulate prices among these manufacturers?

Mr. TOMPKINS. There is not in the East. We are in strong competition. We have been approached by Western interests, or one or two of us have, looking to combinations. It has never been effected. But I think if we were handicapped by such a duty as this proposed duty we would probably be forced into cooperation with the Western interests.

Mr. TURNER. Some business arrangement?

Mr. TOMPKINS. An arrangement to regulate prices artificially, as I understand is the case in the Western States now.

Mr. TURNER. What is the price now?

Mr. TOMPKINS. Of what?

Mr. TURNER. The plaster.

Mr. TOMPKINS. Of gypsum?

Mr. TURNER. I mean the land plaster that the farmer uses.

Mr. TOMPKINS. The land plaster is sold—the very lowest price—on board in Canada for 60 cents, plus the freight of delivering it into American ports, and there is a very small profit in it at that, usually no profit at all. It is the plaster from the quarry, and a small ad valorem or specific duty would be particularly burdensome to that business.

Mr. TURNER. What is the duty proposed upon this product?

Mr. TOMPKINS. I do not know.

Mr. PAYNE. Two dollars a ton.

Mr. TOMPKINS. And the cost of the material is \$1 on board in Canada.

Mr. TAWNEY. Gypsum rock is found in large quantities in Virginia?

Mr. TOMPKINS. It is.

Mr. TAWNEY. Then you could get your raw material from there without any great increase in the price?



Mr. TOMPKINS. No, sir.

Mr. TAWNEY. Could you not ship it as cheap from Virginia to New York or New England as to import it from Nova Scotia and New Brunswick?

Mr. TOMPKINS. It would be impossible. Our freight rate is \$1.50 a ton. If we could get it from Virginia for that we might consider it.

Mr. TAWNEY. Putting a duty on would give employment to men in railroading business——

Mr. TOMPKINS. And cut off men engaged in this manufacture.

Mr. TAWNEY. Where?

Mr. TOMPKINS. In New York and Brooklyn.

Mr. TAWNEY. Why would that be the result?

Mr. TOMPKINS. Because it would limit the product.

Mr. Tompkins filed the following letters in regard to this matter:

DEAR SIR: In regard to the Michigan and Ohio Plaster Agency, I beg to state that I understand this concern to be incorporated under the laws of Illinois. The headquarters of the company are in Chamber of Commerce Building, Chicago, and Mr. McCausland is the president.

The largest concern in the combine I understand to be the Western Plaster Company, of Detroit, Mich., of which Mr. Avery is the vice-president. I understand that Mr. Avery is the leading spirit in the combine. The combine includes the following companies: Western Plaster Works, Detroit, Mich.; all of the plaster companies in Grand Rapids, Mich., and in Grandville, Mich.; Blue Rapids Plaster Company, Blue Rapids, Kans.; Fort Dodge Companies, Fort Dodge, Iowa, and Marsh & Co., Sandusky, Ohio.

I have written to our Western people asking them to obtain all information possible regarding this combine.

During and shortly after the World's Fair at Chicago the plaster of paris business had become so cut up that plaster sold delivered on board cars at factory as low as \$2.75 per ton. This combine was formed, and agreed to take practically the output of all the plaster mills in the West, but each mill is allowed its quota of goods sold.

All the orders go through the Chicago office, and are distributed from this office to the several plants. For instance, if a party in Chicago gives an order for 100 tons of plaster of paris it may come from the Western Plaster Works or from Iowa, according to the wishes of the officers of the combine in Chicago.

The prices were raised from \$2.75 per ton at the mill to \$4.75 per ton, and although the combine makes lower prices where they come in competition with companies farther west to parties who are out of the zone of competition, prices are rigidly adhered to. The profits of this concern are stated to be enormous, and the present agreement, I understand, is to be in force for five years. Any information that we are able to obtain from the West regarding this will at once forward to you.

I understand that this combine is to go before the Ways and Means Committee at Washington and use its influence to have a large duty placed on gypsum rock. The object of this, as you are well aware, is to cripple the large industries in the East.

These industries get their supply of rock entirely from Nova Scotia and supply practically all of the high grade of plaster of paris that is used in this country. There is no rock in the United States that has the same quality as the Nova Scotia and New Brunswick rock, and although a duty might be placed on the Nova Scotia rock it would not benefit the Western plaster companies further than to force an inferior grade of plaster of paris on the public at a lower price than it would be possible to manufacture the plaster of paris from the Nova Scotia and New Brunswick rock. If the matter is properly placed before the Ways and Means Committee I have no question but what they would refuse to place a duty on gypsum rock, as it would benefit no one and would seriously injure the extensive industries on the Atlantic Coast that are dependent on their supply of the raw material from Nova Scotia.

D. L. HAIGT,

*Of the International Rock Plaster Company.*

CALVIN TOMPKINS, *New York City.*

NEWARK, N. J., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We understand there is an effort to be made to place a duty on rock plaster. We have for many years past been using quite considerable quantities of this article in developing an important industry in this city. There has never been a duty placed on the article, and should it now become liable to one we fear that it will interfere



with our operations and also with other manufacturers in this vicinity and other places in the Eastern States.

We fear the many laborers employed in handling and manufacturing the article would have to suffer as well as the manufacturers. It is a closely conducted business, the margin of profit being small, and any additional tax on the raw material would seriously hamper the business and interest of the manufacturers, as well as affecting all persons employed in the development of the industry in getting the article ready for market.

SAMUEL C. JONES,  
*President Newark Lime and Cement Manufacturing Company.*

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NEW YORK, *January 8, 1897.*

COMMITTEE ON WAYS AND MEANS:

Understanding that your committee are considering the advisability of exacting a duty upon imported crude gypsum, sulphate of lime, or crude plaster stone, we would respectfully protest against a proposed duty on the article named, for the following reasons:

That as no duty has ever been imposed on crude or raw gypsum we have been able for nearly sixty years to employ a large number of men to manufacture the raw material named into an article for commercial and building purposes commonly known as "plaster of paris."

Owing to sharp competition by combinations of Western plaster manufacturers, who either own or control all available and serviceable gypsum quarries and deposits in the United States, our manufacturing interests yield a small margin of profit, wholly inadequate to meet the smallest duty.

As there is a loss of 20 per cent to the manufacturer converting crude gypsum into "plaster of paris," and as the freight rates from the Western States in which good gypsum is found is prohibitive, we could not afford to freight the Western gypsum even if the quarries were not controlled by Western interests.

For the above reasons it is our opinion that the Eastern manufacturing interests engaged in manufacturing plaster of paris, terra alba, and land plaster would be permanently closed if a duty is placed upon the crude gypsum imported.

WOTHERSPOON & SON,  
*Wotherspoon Plaster Mills.*

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NEW YORK, *January 8, 1897.*

COMMITTEE ON WAYS AND MEANS:

We write to protest against any possible imposition of duty upon gypsum rock, sometimes known as plaster rock. This is the raw material which enters into the manufacture of plaster of paris. It has always been on the free list, and a large manufacturing industry in the cities along the Atlantic Coast has been built up under these conditions.

The amount of labor engaged in this industry is very large, and employees of the different factories would suffer seriously as a result of increased cost of manufacture, if not thrown out entirely, owing to enforced closing down.

It is not possible to bring gypsum rock from the western part of the country to the eastern seaboard, on account of excessive freight rates. As a consequence, the large industries established along the coast would be permanently injured if a tax was levied on raw material.

Competition between the eastern mills has always been sharp, and conditions of business are such as to only admit of very small profits, and this is an additional reason for refraining from imposing a duty upon the article.

V. C. & C. V. KING Co.,  
C. VOLNEY KING, *President.*

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From G. Ober Sons' Company, Baltimore, Md., fertilizing materials: "Should the duty be imposed on the rock plaster from Nova Scotia, it would increase the cost to the farmer, and at present, owing to low prices, they are not in a position to stand it."

From Thomas H. White & Co., Baltimore, Md., fertilizers: "The farmer will have to pay it in the end, and expense of collecting would overcome the possible amount that could be received."

From William A. Smoot, Alexandria, Va.: "Will do what I can to stop duty on plaster rock, but think we could have no weight, as it is one of this old town's principal business now, and expect we will lose that."



From the National Building Supply Company, Baltimore, Md.: "We think that it would be a great injustice to parties handling these goods at seaboard cities in case the duty goes into effect."

From Keystone Plaster Company, Chester, Pa.: "We think the concerted efforts of the manufacturers of the Atlantic Seaboard should be able to defeat the imposition of the duty."

### A PROTEST AGAINST PLACING A TARIFF ON FERTILIZERS AND FERTILIZING MATERIAL.

WASHINGTON, *January 11, 1897.*

On behalf of the State Grange of Virginia, and I believe of every farmer who is compelled to use commercial fertilizers, I desire to protest against any tariff on commercial fertilizers, sulphuric acid, or other ingredients entering into their composition and manufacture. The American farmer produces the food of the people; he also produced the larger part of our exports and numbers nearly one-half of the entire population and upon him, whether intentional or otherwise, rests the bulk of the burden of taxation, direct or indirect. This is proven by statistics furnished both by the census and the Agricultural Department; that this great wealth-producing industry is not flourishing; that nearly one-third of our farms are mortgaged, and that wheat, corn, cotton, and tobacco are raised at an actual loss. Notwithstanding this farmers of the United States have patiently borne the burdens put upon them and have faithfully performed their duties as citizens.

In every State east of the Mississippi River the farms have been drained of their fertility to an extent which makes it necessary to resort to scientific fertilization. The exhausted soil demands nitrates, phosphates, acids, potash, lime, gypsum, etc., in greater or less quantity. In many of the older States it is absolutely impossible to produce a crop without the use of artificial manure. This is too well known to need argument, therefore everything that can aid the farmer in enriching the soil and increasing his crops should be done, and nothing of any character whatever done to prevent or hinder him. Any action that makes it harder for the farmer to enrich his soil or grow his crops is detrimental to the welfare of the entire nation. Therefore, on behalf of the American farmer, I emphatically protest against every increase of duty on all articles used as fertilizers or in making fertilizers, whether chemicals, acids, phosphates, gypsums, potash, nitrates, or natural or artificial guanos. Gypsum or land plaster now costs at the seaboard, ground, bagged, and delivered on the cars, about \$4 per ton. To add \$2 a ton, as is suggested, means to rob the farmer of one of his best means of drawing from the atmosphere his supply of nitrogen. It would certainly increase the cost to the farmer  $33\frac{1}{3}$  per cent. A tariff of \$5 a ton on sulphuric acid means to add to the cost of every ton of the dissolved acid phosphate \$2, which means an advance of 20 per cent on the price of the essential element of plant life.

It is useless to continue this line of argument, as the result of imposing the duty suggested on fertilizers would be to increase the cost of every ton of fertilizer used in this country of not less than \$1.50. As over 2,000,000 tons are used, the additional cost to the already overburdened farmer would exceed \$3,000,000 annually. It seems improbable that any gentleman on the committee would feel justified in imposing such a tax on our bread producers, especially as there can be no compensatory duty given them. Without further argument, I respectfully refer to the statements made by me before this committee of the Fiftieth



Congress, and urge that the same schedule be readopted on these goods as under the McKinley bill.

ALEX. J. WEDDERBURN,  
*Master of the State Grange of Virginia.*

## PUMICE.

(Paragraph 598.)

### ITALIAN IMPORTATIONS INJURE THE BUSINESS OF AMERICAN GRINDERS OF PUMICE STONE.

NEW YORK, *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We, the undersigned importers and grinders of pumice stone in New York, are working under disadvantage in competing with grinding and bolting of this article in Italy, where the goods are produced.

We are among the largest importers of the crude or lump pumice stone in the United States. The crude always has been, is now, and ought to be free of duty, but about two thirds of this is only fit for grinding and powdering, so that we can not compete with Italian firms powdering and shipping this article manufactured to the United States.

Therefore we petition your committee to impose a duty of half a cent per pound on all ground and powdered pumice stone shipped to the United States.

R. J. WADDELL & Co.

## SPICES, FIRECRACKERS, AND GUMS.

(Paragraphs 627, 628, and 631.)

### SPICES OF VARIOUS KINDS AND FIRECRACKERS RECOMMENDED AS PROPER SUBJECTS FOR REVENUE PRODUCERS.

NEW YORK, N. Y., *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The writer begs to call your attention to sundry articles of importation which can bear high specific duties without detriment to importers, manufacturers, or consumers.

1. *Spices.*—Nutmegs, cloves, cinnamon, pepper, allspice.

Each one of these spices could readily stand a duty of from 5 to 10 cents per pound, and still the cost of any one of them to the individual consumer would not be enhanced to any material extent, as the quantities used in each household during the year are extremely small.

2. *Chinese firecrackers and cannon firecrackers.*—Before the McKinley bill went into effect the duty on firecrackers was 100 per cent ad valorem, the first cost being nearly double what it is now. The McKinley bill made the duty 8 cents per pound on gross weight. This did not decrease consumption. The present senseless tariff bill made the duty 50 per cent ad valorem.

Five cents per pound on gross weight would be the correct thing and would give a fair protection to American manufacturers. The importations amount to over 1,000,000 boxes each year, ranging from five pounds to 100 pounds per box.



3. *Chicle gum*.—This is a product of Mexico, Yucatan, and Honduras, and is used here solely and alone for manufacturing chewing gum. The importations are about 2,500,000 pounds each year. A few large manufacturers control it, each one making a fortune each year out of the manufacture. To each pound of chicle gum 4 pounds of other cheap ingredients are added. Chicle gum sells at an average price of 25 cents per pound, unless it is speculated in, when it frequently doubles in price, one or the other of the manufacturers usually being the manipulator. The manufacturers sell each 5 pounds of manufactured gum at not less than \$2.50, while it does not cost them over \$1 per 5 pounds put up ready for sale, and the jobber and retailer make another 100 per cent profit. Chicle gum, which pays no duty, should pay 10 to 15 cents per pound duty.

Other articles of imported merchandise, which can bear duties of from 3 to 5 cents per pound, are gambier, gum kauri, gum arabic, and gum tragacanth.

The Government requires additional revenue, and no list of merchandise can so readily help increase the revenues as this list of articles.

C. A. LEVERETT.

## MONAZITE.

(Paragraph 638.)

### STATEMENT OF HON. R. Z. LINNEY, A REPRESENTATIVE FROM THE STATE OF NORTH CAROLINA.

MONDAY, *January 11, 1897.*

Mr. LINNEY said: Mr. Chairman and gentlemen of the committee, we have a new enterprise in the South Mountain, known as "monazite," a kind of sand used, they tell me, in incandescent lighting. I know but little about it myself, but I have in my possession a bulletin from the State geologist of my State. It seems that in Burke County, N. C., this monazite was discovered by Professor Hidden in 1878, and it has grown to be quite an extensive business. With the permission of the committee, I will read extracts from this bulletin.

The price of North Carolina monazite has varied from 25 cents per pound in 1887 to as low as 3 cents for inferior grades and 6 to 10 cents for the best grades in 1894 and 1895. It is only during the past two years that the mining and concentration of monazite sand in the South Mountain region has grown to a regular industry, and it is at present progressing with increased vigor. In 1887 Mr. Hidden shipped from the Brindletown district, in Burke County, N. C., 12 tons of monazite sand; and during 1888 and 1889 a number of tons (exact quantity unknown) were shipped from North Carolina to the Welsbach Light Company in Philadelphia. The product and value of the sand during 1893 and 1894 are given below. It was shipped in part to the Welsbach Light Company, and in part to Europe (Germany and Austria).

*Product and value of monazite in 1893 and 1894.*

| Year.       | Quantity.      | Price.        | Value at mines. |
|-------------|----------------|---------------|-----------------|
|             | <i>Pounds.</i> | <i>Cents.</i> |                 |
| 1893 .....  | { 110,000      | 6             | \$6,600         |
|             | { 20,000       | 5             | 1,600           |
| Total ..... | 130,000        | .....         | 8,200           |
| 1894 .....  | { 460,000      | .....         | 31,050          |
|             | { 80,000       | .....         | 4,800           |
|             | { 6,855        | .....         | 343             |
| Total ..... | 546,855        | .....         | 36,193          |



In Brazil considerable deposits of monazite occur in the beach sands along the seashore. The largest of these is found in the extreme southern part of the Province of Bahia, near the Island of Alcobaca. The surf, as it breaks against the cliffs, washes away the lighter earths and minerals, leaving naturally concentrated deposits of monazite along the beach. Sacks filled with this sand were shipped to New York in 1885, the deposits having been taken for tin ore. Its true character was, however, soon recognized, and since then a number of tons have been shipped in the natural state, without any further concentration or treatment, as ballast, mainly to the European markets.

## ECONOMIC USE.

The economic value of monazite lies in the incandescent properties of the oxides of the rare earths—cerium, lanthanum, didymium, and thorium—which it contains. These are utilized, principally the thoria, together with the limited quantities of the lanthanum and didymium, in the manufacture of the Welsbach and other incandescent gaslights. The cerium goes to the drug trade as the oxalate.

The Welsbach light consists of a cylindrical hood or mantle composed of a fibrous network of the rare earths, the top of which is drawn together and held by a loop of platinum wire. It is permanently suspended over the flame of a specially-devised burner, constructed on the principles of the Bunsen burner, in which the gas is burned with the access of air, thus utilizing the heating and not the illuminating power of the hydrocarbons. The mantle becomes incandescent, glowing with a brilliant and uniform light.

The method of manufacturing this mantle is in brief as follows: A cylindrical network, about  $1\frac{1}{2}$  inches in diameter, is woven out of the best and strongest cotton thread. This is first washed in ammonia and then in warm water, being wrung out in a mechanical clothes ringer each time. It is then soaked in a solution of the rare earths and dried in a revolving hot-air bath. After being cut to the proper lengths, each cylinder is shaped over a wooden form, and the upper end is drawn together by a loop of platinum wire. The cotton fiber is then burned off under the flame of a Bunsen lamp, which leaves a network of the rare oxides exactly resembling the original woven cylinder, each fiber being identically preserved, excepting that the size is somewhat reduced by shrinkage. After a series of tempering and testing heats of various intensities the mantle is ready for use. The exact composition of the solution of the rare earths is not known, being one of the trade secrets; but it is a well-known fact that monazite rich in thoria is sought after, and the natural inference is that this element constitutes one of the most important ingredients.

Mr. TURNER. Do you export it and compete with these people in the foreign countries?

Mr. LINNEY. No, sir; I think not. It used to be sent to Brazil and abroad to a large extent and it was once worth 25 cents a pound, but now it is only worth 3 cents, and it costs so much to produce we want as high a tariff as you can put upon it.

Mr. EVANS. Do you export it?

Mr. LINNEY. No, sir; we do not export it.

## PYRITES.

(Paragraph 642.)

## MR. H. J. DAVIS, OF NEW YORK CITY, WANTS A DUTY IMPOSED.

NEW YORK, N. Y., *January 2, 1897.*

## COMMITTEE ON WAYS AND MEANS:

I present you herewith my application for a duty on pyrites or sulphur ore for the manufacture of sulphuric acid, etc. I am engaged very largely in the mining of iron pyrites in Davis, Franklin County, Mass. This mine was opened in 1882. A great injustice was done to this by placing the ores on the free list, which was done without a hearing. It is necessary that miners of pyrites in America should be protected against the importations of foreign pyrites which come mainly from Spain. The reason for this is that the miners in Spain, and in



fact all the labor connected with the mining and preparing of these foreign pyrites, is paid only  $33\frac{1}{3}$  per cent of what is paid for the same work in America. I speak understandingly of this from the fact that I am quite a large importer of the Spanish ores, being driven into importing that material as a matter of self-protection when pyrites was placed on the free list. I am still engaged largely in the importing of pyrites from Spain.

Besides the ordinary pyrites, which is freshly mined in Spain for shipment to this country, there has been in the past years an accumulation of millions of tons of pyrites which has been treated for copper, having the copper leached out by being exposed to the atmosphere and running water upon the piles of ore. The chemical action caused by the atmosphere and water oxidizes the copper to such an extent that it is soluble in water at an ordinary temperature and the copper leached out at practically no expense, the copper thus obtained paying a handsome profit over the mining of the ore, leaving the leached ore free of cost, and which at the same time maintains its sulphur contents, as the sulphur is unaffected by the action of the air and water. Therefore this ore is really without cost, and the owners can sell it for any price they wish, as they own the railroads to tide water and can drop this washed pyrites on the American market at any price they wish.

The 200,000 tons that is being imported annually cost fully \$1,200,000, which large amount of money goes abroad instead of being expended in this country among our own producers. The duty on iron and copper pyrites in its natural state in my opinion should be \$2.25 per gross ton. Besides this, the duty on these "leached" or so-called "washed" ores should not be less than \$3.50 per ton. An additional duty should also be levied on the copper contents of pyrites ores which carry in excess of  $1\frac{1}{2}$  per cent copper of  $2\frac{1}{2}$  cents per pound on all the copper contained therein.

H. J. DAVIS,  
65 Wall street, New York.

### A NECESSARY INGREDIENT IN AGRICULTURE.

CHARLESTON, S. C., *January 6, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The petition of the undersigned manufacturers of acid phosphate and fertilizers respectfully show to your honorable body that it has come to our attention that an effort is being made to place pyrites upon the dutiable list, and a petition to that effect is now before your committee. We the undersigned beg leave to respectfully protest against the same, and earnestly pray your committee to recommend that pyrites be left upon the free list, as heretofore, and for the following reasons among others:

(1) The duty on pyrites is a direct tax upon a necessary ingredient in agriculture, and would necessarily raise the price of fertilizers to the farmers of a very large area of this country.

(2) The domestic pyrites is both limited in extent and poor in quality, and could hardly supply 20 per cent of the amount required in this country.

(3) Placing the duty on this pyrites ore would only necessitate the payment of this duty by your petitioners and others similarly situated on the Atlantic Seacoast, while those factories in the vicinity of the



few mines in this country would be placed at a most undue advantage, and in fact the large industry which has been built up at this point and other ports, and in which many millions of dollars are invested, would be very seriously crippled.

The Imperial Fertilizer Company, by G. Walter McIver, Treasurer; Edisto Phosphate Company, by J. B. E. Sloan, Treasurer and General Agent; Chicara Fertilizer Company, George A. Wagener, General Manager; Berkeley Phosphate Company, W. B. Chisolm, President and Treasurer; The Standard Fertilizer Manufacturing Company, by T. H. Waring, Treasurer; The Stono Phosphate works, E. H. Fust & Co., General Managers; Wando Phosphate Company, Charles Richardson, President.

## TEA.

(Paragraph 648.)

### THE COMMITTEE OF THE TEA TRADE OF THE UNITED STATES ASKS FOR A SPECIFIC DUTY.

NEW YORK, *December 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

The great reluctance that Congress has heretofore shown to the reimposition of duty on tea is beyond the comprehension of the trade. They understand the subject as no one else does. Almost without exception the principal importers and dealers are strongly in favor of it. Very soon after the duty was removed they saw the evil of it, and for over twenty years have been endeavoring to have the duty restored. It is an undoubted fact, as can be shown by statistics, that the salvation of the business is involved in it. The tea consumption here, per capita, is diminishing, while in European countries, where there is a specific duty, it is increasing. The business is falling more and more into the hands of foreigners. A duty would be a great obstacle to their doing the business. As it is there is no limit to the quantity of refuse tea which is excluded from other countries by import duties, and which the native producers and other foreigners ship here.

This subject of the great and growing quantity of poor tea, which will surely be inflicted on us and distributed and imposed upon the unsuspecting tea consumers of the United States, is a serious and alarming one. The interests of the whole people are involved in it to an extent that demands the earnest consideration of Congress. Consumers get no advantage, even in the way of price, as they pay about 50 cents a pound for this execrable stuff which costs at wholesale about 10 cents per pound and is no substitute for good, genuine tea, which should not cost them over that price. It is a shameful wrong to the people of the United States. About one-third of the total import is now of this class, and the proportion increases from year to year. These statements, however startling, are not overdrawn, but absolutely correct. The whole trade will confirm them.

It is in the power of Congress to remedy this, which they can do by reimposing the specific duty, that will effectually exclude this vile stuff, unfit for use, and not advance the price of good, genuine tea to the consumer.



Believing in the principal of protection as I do, I can not conceive of more real and essential protection than that which protects every family in the nation, where their interests are vitally concerned.

It is a great mistake to suppose that the public sentiment is against duty on tea. The better informed are in favor of it; otherwise there is a total indifference. There is no doubt that it will prove a popular measure as soon as there is time to realize its great benefits.

Inclosed I beg to hand you copy of a letter from a tea producer in the Southern States, who raises very fine tea, and his results show that the United States can produce its own tea in the future with reasonable protection.

E. A. WILLARD,  
*Secretary Committee of the Tea Trade of the United States.*

#### ADDITIONAL DATA SUBMITTED BY MR. WILLARD.

MAY 18, 1896.

DEAR SIR: In reply to many requests, we give the following information:

| Year ending<br>June 30— | Imports to<br>the United<br>States. | Consump-<br>tion per<br>capita in<br>the<br>United<br>States. | Average<br>cost im-<br>port per<br>pound. | Year ending<br>June 30— | Imports to<br>the United<br>States. | Consump-<br>tion per<br>capita in<br>the<br>United<br>States. | Average<br>cost im-<br>port per<br>pound. |
|-------------------------|-------------------------------------|---------------------------------------------------------------|-------------------------------------------|-------------------------|-------------------------------------|---------------------------------------------------------------|-------------------------------------------|
|                         | <i>Pounds.</i>                      | <i>Pounds.</i>                                                | <i>Cents.</i>                             |                         | <i>Pounds.</i>                      | <i>Pounds.</i>                                                | <i>Cents.</i>                             |
| 1872.....               | 63,811,003                          | 1.46                                                          | 36.5                                      | 1884.....               | 67,665,910                          | 1.09                                                          | 20.2                                      |
| 1873.....               | 64,815,136                          | 1.53                                                          | 37.7                                      | 1885.....               | 72,104,956                          | 1.18                                                          | 19.5                                      |
| 1874.....               | 55,811,605                          | 1.27                                                          | 37.4                                      | 1886.....               | 81,887,998                          | 1.37                                                          | 19.6                                      |
| 1875.....               | 64,856,899                          | 1.44                                                          | 34.7                                      | 1887.....               | 89,831,221                          | 1.49                                                          | 18.7                                      |
| 1876.....               | 62,887,153                          | 1.35                                                          | 30.5                                      | 1888.....               | 84,627,870                          | 1.40                                                          | 15.8                                      |
| 1877.....               | 58,347,112                          | 1.23                                                          | 27.3                                      | 1889.....               | 79,575,984                          | 1.29                                                          | 16                                        |
| 1878.....               | 65,366,704                          | 1.33                                                          | 23.6                                      | 1890.....               | 83,886,892                          | 1.33                                                          | 15                                        |
| 1879.....               | 60,194,673                          | 1.21                                                          | 24.2                                      | 1891.....               | 83,453,339                          | 1.29                                                          | 17                                        |
| 1880.....               | 72,162,936                          | 1.39                                                          | 27.4                                      | 1892.....               | 90,079,039                          | 1.37                                                          | 16                                        |
| 1881.....               | 81,843,988                          | 1.54                                                          | 25.7                                      | 1893.....               | 89,061,287                          | 1.32                                                          | 16                                        |
| 1882.....               | 78,769,060                          | 1.47                                                          | 24.6                                      | 1894.....               | 93,518,717                          | 1.34                                                          | 15.1                                      |
| 1883.....               | 73,479,164                          | 1.30                                                          | 23.5                                      | 1895.....               | 97,253,458                          | 1.38                                                          | 13.5                                      |

From 1872 to 1896 England's consumption increased 100 per cent with a duty.

The quality has declined with the import price. The average retail price has not correspondingly declined, but has remained about the same for many years.

Although the consumption per capita shows a falling off, the fact is that the poorer quality supplied to the consumer requires double the quantity to make the same number of cups of tea as the good tea did which was formerly used.

The consumption in England during the same period, where they have a duty to keep out the poor stuff, has about doubled, and is nearly 6 pounds per capita.

The new crop of tea will commence to arrive in a month or so, and a duty is the only real safeguard against the importation of poor teas, which are excluded from all European countries by a duty.

[From Harper's New Monthly Magazine, February, 1883.]

If the profits of the foreign manufacturer are essentially diminished by customs duties, and are essentially increased by the diminution or abolition thereof, then, so far, the money obtained from them is not by taxation of our own people, but by taxa-



tion of the foreigner; and if the surplus revenues are to be reduced by the abolition or reduction of the customs duties, so far they are reduced, not for the benefit of our own people, but to the benefit of people of other countries who are the exporters of goods to our markets. This is well illustrated by our experience in the abolition of the duties upon tea and coffee in the year 1872. Before this abolition there had come into the Treasury many millions of dollars a year as duties from these two articles (in 1870-71 there were over \$22,000,000), neither of which was produced in the United States, and so it was supposed that these articles would be cheapened to the consumers, and that no injury could be done to any domestic interest by their abolition. And this was partly true, so far as its direct effect was concerned, but there ceased to come into the common Treasury from \$15,000,000 to \$20,000,000 a year, while the consumers of tea and coffee paid substantially the same or higher prices for these things than they did before, and the net result was that our Treasury gave up to foreign producers and operators that number of millions of money, without any advantage whatever to us, except that the Treasury was by that sum depleted. Even in respect of wholesale prices of teas no change can be attributed to the repeal.

*Prices of tea and coffee six months before the passage of the act abolishing the duties.*

| Tea:                    |                  | Coffee:             |                |
|-------------------------|------------------|---------------------|----------------|
| Hyson—                  |                  | Rio—                |                |
| Common to fair...       | \$0.40 to \$0.55 | Ordinary .....      | \$0.14½        |
| Superior to fine...     | .60 to .75       | Fair .....          | \$0.14¾ to .15 |
| Extra fine to finest    | .80 to 1.15      | Good .....          | .15½ to .15¾   |
| Young Hyson—            |                  | Prime .....         | .16¼ to .16½   |
| Common to fair...       | .40 to .55       | Java (duty paid)... | .25 to .26½    |
| Superior to fine...     | .60 to .90       | Singapore .....     | .19 to .20     |
| Extra fine to finest    | 1.00 to 1.30     | Jamaica .....       | .17½ to .19    |
| Gunpowder and Imperial— |                  | Manila.....         | .17½ to .19    |
| Common to fair...       | .60 to .70       |                     |                |
| Superior to fine...     | .80 to 1.00      |                     |                |
| Extra fine to finest    | 1.10 to 1.45     |                     |                |

*Prices of tea and coffee six months after the passage of the act abolishing the duties.*

| Tea:                    |                  | Coffee:         |                   |
|-------------------------|------------------|-----------------|-------------------|
| Hyson—                  |                  | Rio—            |                   |
| Common to fair...       | \$0.45 to \$0.52 | Ordinary .....  | \$0.15 to \$0.15½ |
| Superior to fine...     | .55 to .68       | Fair .....      | .16 to .16½       |
| Extra fine to finest    | .70 to .95       | Good .....      | .17¼ to .17½      |
| Young Hyson—            |                  | Prime .....     | .18 to .18¼       |
| Common to fair...       | .38 to .45       | Java .....      | .18¾ to .19       |
| Superior to fine...     | .52 to .75       | Singapore ..... | .15½ to .17       |
| Extra fine to finest    | .80 to 1.15      | Jamaica .....   | .15 to .16        |
| Gunpowder and Imperial— |                  | Manila .....    | .15 to .16        |
| Common to fair...       | .55 to .65       |                 |                   |
| Superior to fine...     | .75 to .92       |                 |                   |
| Extra fine to finest    | .95 to 1.40      |                 |                   |

The price of tea arose, as did the price of coffee such as is chiefly used by the great mass of the people, though the price of Java coffee was less.

Allowing for all conceivable accidents and incidents of production or trade, it must be apparent that the abolition of the duties upon tea and coffee was substantially purely a benefit to the producer and exporter, and not to ourselves.

In submitting the above the committee of the tea trade of the United States begs to submit the following statement:

Shortly after the duty was taken off the quality of tea received began to decline, and consequently prices declined and consumption declined.

Who has been benefited by this? The eastern tea-producing countries.

Who has been injured by this? The Government has lost its revenue, and the people have had enormous quantities of tea imposed upon them too poor to drink.



## WHAT'S IN A CHEST OF TEA.

PROVIDENCE, R. I., *January 11, 1897.*

DEAR SIR: In our conversation about the profits on tea, I stated from recollection on transactions several years ago, and on revising the calculations I find the result as follows. It was made for the Women's Exchange, a charitable association, wishing to increase their income by selling tea by the cup, and which resulted in quite a profit to them:

|                                                                   |          |
|-------------------------------------------------------------------|----------|
| 1 chest Congou tea, 65 pounds net, at 55 cents.....               | \$36.85  |
| 1,040 ounces, 14 cups to the ounce, 14,560 cups, at 10 cents..... | 1,456.00 |

|             |          |
|-------------|----------|
| Profit..... | 1,419.15 |
|-------------|----------|

The tea dealers of New England retail at a profit of 75 to 100 per cent. To the business man it is apparent that no article of merchandise could bear taxation better than tea and coffee, the effect of which would be to prevent spurious teas from being imported, to give our customers better tea, and to improve the statistical position and moral standard.

Very truly, yours,

GEORGE W. WHITFORD.

Mr. GEORGE H. MACY, *New York.*

## AMERICAN-GROWN TEA.

SUMMERVILLE, S. C., *November 20, 1896.*

DEAR SIR: A very cogent reason for undertaking my experiments in the cultivation of tea in this section was the desire to test the possible establishment of an industry which might afford occupation suitable to this climate for the many thousand poor whites and blacks who are unable to endure hard outdoor labor. All who really know the deplorable condition of the poorer classes in the Southern country and feel the necessity for improving and uplifting them, whether for their own sake or that of the whole community, will welcome any plan which promises to provide healthy, light labor for the women and children with remuneration at least sufficient for their support. The cultivation of tea seems particularly adapted for this purpose, especially the plucking of the leaf, which may be readily performed by children. What hinders, then, the introduction of this industry? The almost sole obstacle is the difference between the cost of living of the poorer people here and in the Orient, and consequently in the cost of their labor. It costs to pluck leaf sufficient to make 1 pound of tea from 1 to 2 cents in the Orient; here not less than 12 cents, and in addition to this difference of at least 10 cents per pound should be put, at least, as much more for the greater expense of field and factory labor. The obstacle thus consists of a matter of 20 cents in favor of cheaper oriental labor. Remove the burden on the local industry by taxing the foreign article to that extent, and the problem of American-grown teas will be solved.

As there may be some doubt in regard to the actual production of tea in this country I would state that I produced from my experimental gardens during the past season, and in spite of very detrimental drought, 1,100 pounds of tea of very high quality, as evidenced by the concurrent testimony of the best experts in the country and its ready sale on the market. The production per plant on one older and more favorably situated garden reached three ounces of prepared tea, which is equivalent to about 350 pounds per acre of 2,000 plants. This is



fully equal to the average yield of Indian and Ceylon gardens and in excess of Chinese productiveness. I am, indeed, so much encouraged by the steadily improving outlook of my experimentation that I am doubling the tea acreage this year. But it should be mentioned that the product of this farm is higher in price than the general public can afford to buy, and a moderate success on these terms and under the existing absence of protection by duty, does not imply the remunerative protection of ordinary grades of tea. These latter can only be successfully grown in the United States when, by a duty laid on foreign teas, the difference between Asiatic and American wages has been equalized.

It will afford me pleasure to contribute any information in my possession on this topic.

Yours, very truly,

CHARLES U. SHEPARD.

Mr. E. A. WILLARD, *New York*.

### MEMORIAL OF COMMITTEE OF THE TEA TRADE OF THE UNITED STATES.

NEW YORK, N. Y., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

We, the undersigned committee, representing the tea trade of the United States, beg to make the following petition and representations:

That a specific duty be imposed upon importations of tea, sufficient to correct certain great and growing evils alike to the consumer and the trade, and for which a duty is the only remedy.

Heretofore, when the subject of duty on tea has been suggested, it has generally been opposed with the fiction of the "free breakfast table," by some who have not understood the subject, and the conditions which affect the production, distribution, and consumption of tea. The fact is, the removal of the duty on tea has been a positive injury to the consumer, because of the poorer quality which has been imported since then.

The Bureau of Statistics at Washington shows that in 1873 the average import price of tea was double the price of to-day, and the consumption per capita 1.53 pounds, since which time the average quality and price have steadily declined, together with the consumption, which is now only 1.34 pounds per capita. The consumer pays the retailer nearly as much to-day for a pound of tea as he paid in 1873, and receives a much inferior quality, which accounts for the falling off in consumption. In contrast with this we find that in all countries where there is a tax on tea the consumption per capita has increased, most notably in England, where the consumption has increased within the last twenty-five years from 3.63 to 5.53 per capita.

In England, where the duty is 8 cents per pound, and the consumer gets better value for the same money, the consumption is four times greater than in the United States, where there is no duty. The average price of tea at retail throughout this country is about 50 cents per pound, and, considering that one pound of good tea will make over 200 cups, giving 4 cups of tea for 1 cent, it will be seen that good tea is an economical beverage. The difference in value to the consumer between good tea and poor tea is very much greater than the public realizes.

Some twelve years ago Congress, upon the recommendation of the tea trade, passed a bill excluding adulterated and exhausted tea. Although the bill has been of advantage, it has not prevented the importation of



large quantities of poor tea. Duty is the only real safeguard. Its imposition, as has been proved by experience, would retard the importation of poor quality by American merchants, and at the same time prevent native shippers in the producing countries from exporting to this country, where there is no duty, the inferior and trashy teas they can not send elsewhere.

The Russian Government imposes a duty of 45 cents gold per pound, and it is a well-known fact that the people of Russia receive the best tea of any people in the world. The duty on tea in France is equal to 21 cents, Germany 11 cents, Austria-Hungary 20 cents, Spain 28 cents, Portugal 48 cents, Norway 24 cents, and England collects a duty of 8 cents per pound, not only from tea imported from China and Japan, but the same duty from her own colonies, India and Ceylon.

Worthy of mention in this connection is an article by Mr. Stanton, of Gow, Wilson & Stanton, London, one of the leading firms importing teas from British colonies, which was read before the Society of Arts, January 23, 1895, in which he states that no tax was more cheerfully paid, or more imperceptible in its weight than the duty on tea. Sir Henry Peek, Baronet, confirmed Mr. Stanton's remarks, and showed that the duty collected from tea in 1894 had amounted to £3,499,000, equivalent to about \$17,000,000, sufficient to provide the country with four new war ships.

In conclusion, our Government would obtain considerable revenue from a tax which is recognized by all Governments imposing a duty on tea as the most satisfactory tax that has ever been levied, and when the consumer can obtain a better quality of tea for his money we believe the consumption within a few years will increase very largely, thus benefiting the consumer, the trade, and the Government.

E. Tomlinson, of Milliken Tomlinson Company, Portland, Me.; A. S. Woodworth, of Robinson & Woodworth, Boston, Mass.; Fred'k Mead, jr., of Fred'k Mead & Co., New York; Geo. H. Macy, of Carter, Macy & Co., New York; M. P. Heraty, of E. J. Heraty & Co., Philadelphia; Geo. N. Crouse, president Wholesale Grocers' Association, Syracuse, N. Y.; Geo. E. Laverack, Buffalo, N. Y.; Wm. H. Brace, of Phelps, Brace & Co., Detroit, Mich.; Greame Stewart, of W. M. Hoyt & Co., Chicago, Ill.; Abel P. Upham, of Sprague, Warner & Co., Chicago, Ill.; F. Sanders, of Sanders & George, Baltimore, Md.; P. H. Kelly, of the P. H. Kelly Mercantile Company, St. Paul, Minn.; M. J. Brandenstein, of M. J. Brandenstein & Co., San Francisco, Cal.; F. H. Krenning, of F. H. Krenning & Sons, St. Louis, Mo.; H. E. des Bordes, of Preston & Stauffer, New Orleans, La.; J. Wilcox, of the Rotan Grocery Co., Waco, Tex.; E. A. Willard, New York, secretary.

#### MEMORIAL OF TEA MERCHANTS OF NEW YORK CITY.

NEW YORK, *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

We, the undersigned, engaged in the tea trade of New York City, are in favor of a specific duty being placed upon tea.

Frederick Mead & Co., 104 Water street; Geo. W. Bane & Co., 93 Front street; H. W. Banks & Co., 133-137 Front street;



E. J. Heraty & Co., 141 Front street; The G. B. Farrington Co., 149 and 151 Front street; G. R. Montgomery, 74 Wall street; S. W. Gillespie & Co., 136-138 Front street; Hewlett & Lee, 132 Front street; Irwin, McBride, Catherwood & Co., 94 Front street; E. D. Morgan & Co., 54 Exchange place; Mosle Bros., 16 Exchange place; Middleton & Co., 97 Front street; W. P. Roome & Co., 90 Front street; E. F. Phelan, 125 Front street; Russell & Co., 107 Water street; L. F. Jackson, 87 Front street; T. A. Sheffield & Co., 92 Front street; Wells Bros., 131 Front street; Purdon & Wiggins, 93 Front street; Jos. H. Lester & Co., 111 Wall street; Jos. Allison Gillet & Bro., 93-95 Wall street; W. D. Steele, 132 Front street; Merritt & Ronaldson, 87 Front street; R. G. Cary & Co., 95 Wall street; John Emmans & Co., 93 Water street; Beebe & Brother, 130-132 Water street; E. A. Willard & Co., 132 Front street; J. H. Labaree & Co., 125-127 Front street; Morewood & Co., 71 South street; Park & Tilford, Broadway and Twenty-first street; Adams & Howe, Washington and Beach streets; Eppens, Smith & Wierman Co., 103-105 Warren street; Francis H. Leggett & Co., Franklin, West Broadway, and Varrick; Acker, Merrall & Condit, Chambers and Warren streets; The American Trading Co., 182 Front street; Alex'r McBride, Jersey City; Carter, Macy & Co., 140 and 142 Pearl street; Hatfield & Benson, 114 Water street; Jas. & Jno. R. Montgomery & Co., 127 Water street; Jas. E. Armstrong, 341 Greenwich street; Hamilton & Cholwell, 128 Front street; Geo. C. Chase & Co., 105 Front street; Jos. Stiner & Co., 81 Pearl and 48 Stone streets; F. C. Jennings & Co., 87 Front street; D. R. James & Bros., 123 Maiden Lane; Dusk & Jevons, 301 Produce Exchange; Edward Rafter, 414 East Thirteenth street; Austin Nichols & Co., 55-61 Hudson street; Montgomery Auction and Commission Co., 132-134 Front street; Callanan & Kemp, 41-43 Vesey street; M. Barnicle, 119 Front street; Fearon, Daniel & Co., 87 Front street; The Potter Parlin Co., 176-178 Duane street; Loudon & Johnson, 181-183 Chambers street; J. H. Mohlman Co., 339 Greenwich street; L. F. Brennecke & Co., 342 Greenwich street; Sonn Brothers, 386-388 Washington street; Koenig & Schuster, 379 Washington street; M. N. Packard Company, 171 Duane street; Berry, Wisner, Lohman & Co., Murray and Greenwich streets; Wright, Depew & Co., 103-105 Murray street; Jas. G. Powers & Co., 99-101 Murray street; G. Ahren's Sons, 79 Dey street; Geo. L. Ayers & Co., 75-77 Dey street; W. Grandeman, 66 Dey street; Apgar & Garretson, 63 Dey street; Sam'l Crooks & Co., 464 Greenwich street; Sam'l S. Beard & Co., 180 Duane street; Wm. A. Leggett & Co., 210-212 Franklin street; S. T. Willets & Co., 353-355 Washington street; Wells, Pratt & Co., 8 North Moore street; Lewis DeGroff & Son, 47 Harrison street; Jaburg Bros., 116 Hudson street; R. C. Williams & Co., 56-60 Hudson street; M. A. Van Benschoten, 96 Front street; Seaman Brothers, 350 Greenwich street.



### A DUTY WOULD SHUT OUT POOR TEAS.

NEW YORK, N. Y., *December 10, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

Permit me, one of the oldest tea importers and jobbers in the country, to urge, from the standpoint of experience, the reimposition of duty on tea. It should emphatically be a specific duty, and I think not less than 15 cents per pound. That was the duty (which had been reduced from 25 to 15 cents) when the act was repealed and teas were made free.

Said duty would yield a valuable net revenue of some \$15,000,000, which could be easily collected, and without additional cost to the Government. It would not cause any disturbance to the trade, or be any injury to it; on the contrary, the trade of the whole country, North, South, East, and West, desires it. It would be no burden to the consumer, but a great benefit, for reasons stated below.

Every other civilized nation has a duty on tea. Russia, a large tea-drinking people, has a duty of 48 cents a pound. England, consuming five times per capita more tea than our people, and getting most of her tea from her own colonies, has 8 cents per pound duty.

In consequence of tea being free here, it necessarily follows that the inferior, low grade, lowest cost teas, mostly unfit for use, and shut out from other countries by the specific duties, are thrust upon the market here to deluge the whole country, so that at least one-third of the tea imported is of this character and sells at wholesale under 10 cents a pound.

This degrades the business, which was formerly a highly respectable and honorable one, and the strife is now to get these low-grade teas into our markets, and then they are distributed through the various channels of trade throughout the length and breadth of the land, and imposed on the great body of consumers in place of good, pure tea, at very little, if any, reduction in price.

The territory for producing tea in the eastern countries is greatly extending, and the cost of manufacture decreasing; there is no limit to the supply, and especially of low grades.

The tea-producing countries, now derive large revenues from their various internal duties, and, in addition, have export duties. It is easy to see that most of the duty imposed would come out of the foreigners.

A duty on tea would effectually exclude this interminable quantity of poor tea received here and worked off on the consumers at enormous profits at prices that should buy good, pure, wholesome teas.

A duty on tea is the only rational thing. No sound argument can be brought against it. It would yield a much-needed revenue. The trade requires it as a protection from being overwhelmed with refuse teas, and above all the consumers require it as a protection against this flood of poor tea. It would be an incalculable boon to the great host of tea drinkers.

FRED'K MEAD.



## TERRA ALBA.

(Paragraph 651.)

## A TAX WOULD BE A TAX ON THE DISSEMINATION OF KNOWLEDGE.

NEW YORK, *January 7, 1897.*

## COMMITTEE ON WAYS AND MEANS:

We respectfully request that the article commercially known as terra alba be retained on the free list, where it has stood for a number of years past.

The material is used in connection with other cheap stocks for the manufacture of newspaper, manila wrapping, and other cheap grades of paper, any increased cost on which is not only a hardship on the paper manufacturer, but, as a tax on the industry, it is also a hardship on the publisher and indirectly a tax on the dissemination of knowledge.

Terra alba has been on the free list for a number of years with other stocks used in the manufacture of paper, such as rags, cotton stock, etc., and any duty imposed at this time would be a great and direct hardship on one of the most important industries in our country which indirectly concerns every individual in the land. We therefore respectfully ask that terra alba be allowed to remain on the free list.

H. C. HULBERT &amp; Co.

## WEARING APPAREL.

(Paragraph 669.)

## STATEMENT OF MR. ABRAHAM GRUBER, OF NEW YORK, N. Y.

MONDAY, *January 11, 1897.*

Mr. GRUBER said: Mr. Chairman and gentlemen of the committee, in regard to this question of wearing apparel, it involves perhaps 90,000 or 100,000 citizens who annually go abroad, those who remain at home, and a revenue of easily \$10,000,000. Under the present tariff law and also the law of 1890, wearing apparel and other personal effects brought into the United States, whether by foreigners or residents, were all free of duty. Now, the Supreme Court of the United States, in the case of *Astor v. Merritt*, held—and that law is now in force in the Treasury Department—that persons living in the United States may bring in wearing apparel owned by the passenger and in a condition to be worn at once without further manufacture. Also all the wearing apparel suitable for the season of the year which was immediately approaching at the time of the arrival, so that in the *Astor* case they arrived here in September with over \$5,000 worth of wearing apparel, which Mr. Astor swore was to be worn in the coming winter to balls and entertainments, and not a single dollar's worth of that stuff paid duty.

The Supreme Court also held in the present act, or an act similar in terms to the present act, that articles not exceeding in quantity or quality or value what the passenger was in the habit of ordinarily providing for himself and family at that time and keeping on hand for his and their reasonable wants in view of their means and habits in life, **even though such articles be not actually worn, should be admitted**



free. So as this statute is to-day upon our books it might properly be called an act to confer benefits upon incomes. In the first place, looking at it from a revenue standpoint, it can be readily figured that we can get at least \$10,000,000 a year of revenues from goods that are unquestionably taxable and ought to be taxed.

Mr. DOLLIVER. How do you figure that?

Mr. GRUBER. I figure that in this way. There are at least 90,000 cabin passengers leaving the United States——

Mr. HOPKINS. They are not all Astors, though.

Mr. GRUBER. No; and there will be less and less Astors unless you change the tariff law, I apprehend.

Mr. TURNER. Disasters, I presume.

Mr. GRUBER. I might say the House of Representatives has always been in favor of making this change in the tariff law, and when the Democrats had control of the House they passed a bill unanimously for changing the law, but it was smothered in the Senate and I think the time has now arrived——

Mr. DOLLIVER. Has there never been any limitation upon the amount of clothing a man can bring in?

Mr. GRUBER. No, sir; this law goes back to the first tariff bill enacted, and of course at that time it was comprehended and understood that people would come from the other side emigrating here. It is not intended at any time that rich people should leave the United States and go abroad and buy wearing apparel to the extent of thousands upon thousands of dollars and bring it into the United States free of duty.

Mr. DOLLIVER. Now, I interrupted your calculations of the amount of which you were speaking.

Mr. GRUBER. My calculation is this. Ninety thousand cabin passengers sailed for Europe in 1896. Conceding each of them brings in \$100 worth of dutiable stuff, that is a very low estimate indeed, you have then \$9,000,000 of importations.

Mr. DOLLIVER. But I understood you to say there were \$9,000,000 of revenue involved?

Mr. GRUBER. Yes, sir; you can get \$10,000,000 of revenue, and when I say \$10,000,000 of revenue I put it low because all these articles were taxed under the bill of 1890 at 40 per cent specific and 60 per cent ad valorem, and it is the general opinion of men who have looked into the subject that annually this Government is deprived of at least \$10,000,000 of revenue. Now, of course, the domestic manufacturer is not protected by the extent of bringing in these goods, and they are all a class of goods made in this country, and this is the exact situation that persons going abroad are given special legislation over those remaining here because Jan Schmitt, or Pat O'Hara, or any other American who can not afford to go abroad can not send abroad to his friends on the other side for a yard and a half of stuff to be made into a coat or vest unless he is compelled to pay a duty upon it; consequently persons going abroad are distinctly favored according to their means, because the Supreme Court of the United States says in so many words that people shall bring in goods according to their means and habits in life.

Mr. McMILLIN. So one who is able to buy a large amount could import more than one who ordinarily consumes less?

The CHAIRMAN. Have you been able to suggest something to prevent these abuses—it is conceded on all hands it is an abuse of the privilege? People go abroad with clothing on them and they are supposed to return with an equal amount.



Mr. GRUBER. That is true.

Mr. WHEELER. Is it not true that articles brought into this country ostensibly as wearing apparel have often been thrown into the channels of trade?

Mr. GRUBER. There is no question about it.

Mr. WHEELER. And with no duty on them?

Mr. GRUBER. And no duty paid on that.

The CHAIRMAN. You have investigated this matter and your association believes there is some language which will prevent such fraud?

Mr. GRUBER. This is the way I have it here; this is the amendment:

Wearing apparel and other personal effects, not merchandise, of persons living in the United States, but this exemption shall not be held to include articles not actually worn or used or necessary and proper for the wear and use of such persons for purpose of their journey and personal comfort and convenience.

The CHAIRMAN. Do you think that would obviate the difficulty?

Mr. GRUBER. It is broad enough to take care of those who visit us from foreign shores and those who emigrate to this country, allowing them to bring all that they can reasonably use and wear.

Mr. PAYNE. Suppose instead of that we put a paragraph allowing the custom-house officers to estimate the duties the same as if they were not to be used, the full amount of duty, and then exempt each one a certain amount of duty, say \$100 or some such sum as that, and deduct that from the duty and let them pay the duty on the balance; what do you say to that?

Mr. GRUBER. I do not see any reason why they should be allowed to bring in a dollar's worth free. I do not know any reason why those who are rich enough to go abroad should be allowed to bring in even \$50 worth or bring in any goods free of duty which are subject to duty when a person remaining at home who imports them has to pay a duty and it can not be justified. I have failed to find anywhere an argument in favor of allowing those who are in a position to go abroad to bring in a single dollar's worth without paying duty on goods that are dutiable and the rest of the citizens of this country who get anything from abroad have to pay.

The CHAIRMAN. Do you propose to impose a duty upon the clothes a person actually has on?

Mr. WHEELER. If they are foreign, of course.

Mr. GRUBER. If they are bought abroad.

Mr. TURNER. And not used?

Mr. GRUBER. And even if they are used.

The CHAIRMAN. Now tourists go abroad with a certain amount of clothing, necessarily. Now, of course, anything in excess of that when they return is properly dutiable, but under the principles of our tourist law the articles which are taken abroad or equivalent to them that are in actual use by the tourists have never been dutiable and everything else is supposed to be dutiable. I think there is no difference in the principle if you can provide some language to prevent the abuse.

Mr. GRUBER. Unquestionably. All that is taken out of the country by the tourist should be allowed to come back free of duty, but that which they buy abroad, whether it is worn or not, should pay a duty. Now, if you make the \$50 limitation or \$100 limitation, it will be but an arbitrary sum, fixed without rhyme or reason to justify it, and the trades in the big cities of the country are being seriously affected. For instance, English manufacturers of ladies' and men's wear have drummers in the United States soliciting orders just the same as our domestic tailors and dressmakers do, and they get large orders, and then arrangements



are made with people who go to Europe on business to bring in these goods as part of their personal baggage.

The CHAIRMAN. If you will suggest some language to the committee which will obviate the abuses of which you speak I do not think there will be any difficulty.

Mr. GRUBER. I will submit a proper amendment.

Mr. McMILLIN. I will get you to state whether or not it is a fact that a very large number of tourists go abroad regularly to do their shopping.

Mr. GRUBER. Unquestionably.

Mr. McMILLIN. And what they escape in duties will substantially pay the expenses of the trip?

Mr. GRUBER. There is no doubt about that.

Mr. McMILLIN. I have been so informed.

Mr. TURNER. It has been suggested that those gentlemen who have tailors in London and other places swear falsely to the declarations at the custom-house.

Mr. GRUBER. They succeed in saving their self-respect by swearing negatively, perhaps, that they have not anything which is dutiable, a conclusion of their own. I have in mind a Senator who has a very extensive——

Mr. WHEELER. Would not any exemption be subject to great abuses?

Mr. GRUBER. Undoubtedly; and there is no reason why there should be an exemption.

Mr. McMILLIN. I know one of the supporters of the McKinley bill went abroad and bought 20 pairs of shoes and \$1,000 worth of clothes when he got on the other side, and then they came in free of cost.

The CHAIRMAN. That can be said of the supporters of every law.

Mr. Gruber filed the following additional statement:

The opinion is universal that a law should be enacted to compel residents of the United States going abroad to pay duties upon wearing apparel and personal effects purchased abroad and brought by them into this country.

In view of the decision of the United States Supreme Court in the case of *Astor v. Merritt, Collector* (111 U. S., 401), under which such goods not worn may be brought in free of duty at any time of the year, for use in following season, and under which the amount and value of the importations are gauged according to means and habits in life, Congress must now take action.

The present state of affairs deprives the Government of not less than \$10,000,000 of revenue per annum, all of which can be collected from people who can well afford to pay.

The following enactment in the free-list section of the tariff bill, now being prepared, is respectfully submitted, and its adoption is strongly urged:

Wearing apparel and other personal effects (not merchandise) of persons arriving in the United States, but this exemption shall not be held to include articles not actually in use or not necessary and appropriate for the wear and use of such persons for the purposes of their journey and present comfort and convenience, or which are intended for any other person or persons or for sale; nor shall the exemption apply in the case of residents of the United States returning thereto from foreign countries.

*Provided, however,* That all the wearing apparel and other personal effects of such residents so returning as may have been by them taken out of the United States to foreign countries and which have not been advanced in value nor improved in condition by any process of labor or manufacture in such countries, shall be admitted free of duty without regard to their value, upon their identity being established, under such rules and regulations as the Secretary of the Treasury may and is hereby authorized to prescribe for that purpose.



Under this provision immigrants and visitors from abroad may bring into this country all wearing apparel and personal effects necessary and proper for their comfort and convenience and the purposes of the journey; and residents of the United States going abroad may bring back into the United States, free of duty, all wearing apparel and other personal effects which they took out of the country; but residents of the United States going abroad will be placed on the same footing as to payment of duties on goods made abroad as those of our citizens who remain at home. This provision works hardship or inconvenience to no one. It is fair to the immigrant and tourist from abroad, and takes away from our citizens going abroad a privilege over their fellow-citizens which has developed by custom only—and has never had the intentional sanction of Congress.

ABRAHAM GRUBER,  
305 Broadway, New York.

### IMMENSE QUANTITIES OF GARMENTS IMPORTED.

LOUISVILLE, KY., *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I beg to call your attention to the injustice done our business by the enormous increase of imported clothing within the last few years, consequent on the facilities and inducements and mania for foreign travel, the class legislation which provides for us a protection which does not protect, and an exemption from taxation for a certain class, which exemption increases in proportion to their ability to pay the taxes; also the laxity of the administration in even enforcing the law will, if not checked, result in ruin to our business.

Immense quantities of garments are annually imported and it has grown to such proportions that we who live far from the seaport are beginning to feel the effects.

S. A. SLAUGHTER.

### THE MERCHANT TAILORS' EXCHANGE, OF NEW YORK, FILES ITS PROTEST.

NEW YORK, *December 15, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

The Merchant Tailors' Exchange believes in protection, but for fifteen years they have been trying to obtain some relief from a protection which is all right so far as it goes, but which in their case does not protect. Committee after committee has gone to Washington, has been before various Committees on Ways and Means and the Finance Committee of the Senate, and all to no purpose. Our trade is slowly but surely passing into the hands of the European tailors, and we are powerless, because either the customs statutes or the interpretation of them by the courts allow hundreds of thousands of American tourists to purchase and bring in their clothing from abroad without paying one cent of duty.

A statement which we received from the surveyor of the port of New York four years ago stated that there were over 100,000 declarations made to his department by returning tourists for the year, and the average amount of duty paid on each was only 75 cents. A computation



made by one of our trade journals shows that if the same duty was collected from these tourists as is levied on imported ready-made clothing the Government would receive from \$5,000,000 to \$10,000,000 annually. This committee is in daily receipt of protests and letters from different members of the trade, asking why our industry should be so discriminated against that a rich man can bring in from a dozen to fifty trunks filled with dutiable clothing because "it is necessary for his comfort and convenience," without paying any duty, and the poor man can hardly "get his little satchel through free of duty, let alone a half dozen trunks." It is unjust that "I should not be able to bring in a yard of silk without paying duty, and yet if I have that same yard of silk made up into scarfs in London it shall then be free of duty." Instances are given where some honorable Senators and Congressmen of the United States are sound protectionists in theory but not in practice. We could furnish you with many documents in support of our contention, but we know your time is valuable and that you understand the situation possibly better than we do, and we rely solely on the justice of our claims to secure redress.

The House of Representatives passed an act in the Fifty-second Congress limiting the amount of wearing apparel on the free list to \$100; but for some reason or other it never passed the Senate. We implore your committee to amend or strike out the wearing-apparel clause on the free list (free-list clause, paragraph 569), and we propose for your consideration the following resolutions, adopted at a mass meeting in New York:

That Congress shall pass a law where every resident of the United States returning from abroad shall be required to produce a schedule to the proper authorities describing and stating the value of his wearing apparel, personal effects, and other articles contained in his baggage which he has purchased abroad, said articles to be dutiable at the rate prescribed by Congress, and, if dutiable at ad valorem rates, he shall pay duty on the value thereof at the time of entry; or, that the amount of clothing admitted free of duty be limited to \$100, and that the present duty on made-up clothing in the Wilson bill be raised to 75 per cent.

If you should desire a committee to wait upon your honorable body, we will be pleased to do so at your convenience.

ANDREW PATTERSON,  
*Chairman of Committee on Tariff and Legislation.*

### THE "PERSONAL BAGGAGE" ABUSE.

NEW YORK, *January 8, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The New York Retail Dry Goods Association, composed of the leading dry goods firms of New York and Brooklyn, respectfully petitions your committee to include in its recommendations to the House of Representatives the restriction of the amount of personal baggage which may be brought into this country free of duty to a value of \$100.

The present absence of all limitation has resulted in gross abuses of the spirit of our laws, which ever were and ever should be designed to protect home industries and the rights of in-dwellers against unfair foreign competition.

Under the existing law the American merchant is compelled to pay duty on articles purchased abroad for home consumption, while the traveler may bring them in free of duty. This results in forcing the citizen who can not afford to travel to pay much more for foreign-made articles than his richer neighbor who can and does travel.



Moreover, the law places a premium upon fraud in that it offers temptation to the morally weak and vicious by the opportunity it affords for smuggling. It is notorious that thousands of articles are passed free by the customs officials at this port alone upon declarations that they are intended for personal use when they are really intended for relatives or friends, or for sale.

It is so well known as to be hardly worthy of repetition that milliners, dressmakers, tailors, and others catering chiefly to the wealthy of the large cities, annually bring into our ports vast amounts of goods which are passed free as personal baggage, although such representation is manifestly false and absurd. Occasional interference with these frauds by unusually vigilant customs officials exposes their impudence.

Briefly, the existing law, or absence of it, discriminates in favor of the traveling public as against the vastly greater number that is compelled to stay at home; and, also, in favor of the agents of foreign merchants who solicit orders in this country, as against American merchants.

The amount of revenue which would be gained by the Government if our petition were granted would be very large. The figures published in the reports of Worthington C. Ford, Chief of the Bureau of Statistics, show that in 1894 and 1895 an average of 100,000 cabin persons sailed from this port alone for foreign ports. Most of these brought back with them quantities of merchandise which would have paid duty had they been imported by merchants, or if such an amendment of the law as we propose had existed.

CHARLES J. ROSEBAULT,  
*Assistant Secretary.*

### MERCHANT TAILORS' NATIONAL EXCHANGE.

CHICAGO, ILL., *December 31, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

On behalf of the merchant tailors of the United States I desire to call the attention of your committee to the fact that under the existing tariff laws the duty levied on clothing, embracing an added process of manufacture, one in which labor is paid at least 200 per cent more than abroad, the protection is but a fraction above that levied on cloth, which may be called the raw material of the trade, and is a protection that does not protect. The merchant tailors of the United States would earnestly petition for the restoration of the law under House bill 8535, which passed the House in 1892, and which limits the amount of clothing admitted free of duty to two suits and one overcoat, with a value of all wearing apparel not to exceed \$100.

Enormous increase in imported clothing within the last few years, consequent on the facilities which existing tariff laws afford and the almost insane mania for foreign travel, added to the class legislation, by which tourists are enabled to bring in free of duty almost an unlimited amount of clothing works a rank injustice to those engaged in an industry which is computed as being the third in the United States. The present tariff law on clothing enables the English tailors (mainly on account of the great difference in labor) to undersell those in the United States engaged in the same business. There is no other great industry that has suffered as much by reason of unjust discrimination in the tariff laws as that of merchant tailoring.

The merchant tailors do not solicit favors at the hands of the



committee. They simply ask for justice, and earnestly hope and pray that it will be accorded.

R. J. WALSH,  
*President Merchant Tailors' National Exchange  
of the United States of America.*

### FREE IMPORTATION OF GLOVES.

NEW YORK, *January 9, 1897.*

DEAR SIR: An item I would be glad to see included in the new bill is the free importation of gloves by tourists. I have never come across the Atlantic (and I have made many trips) that I have not been asked by many people how many gloves the United States Government allowed a person to bring in free. We have dozens of letters from dealers all over the United States complaining bitterly that their sales are curtailed largely by these free importations of people coming from abroad every year. At least 50,000 to 75,000 people return from abroad, and they will all have from 1 to 20 dozens (we do not exaggerate) that are brought in free of duty. A few words in the glove schedule instructing the inspectors as to the number allowed free would settle this question definitely. We would also suggest that one-half a dozen for each person would be sufficient.

The following letters have a bearing upon this evil.

PASSAVANT & Co.

BALTIMORE, *October 13, 1896.*

GENTLEMEN: In reference to your letter, would say my glove business is very much injured from the free importation of gloves, and many customers bring not only gloves for themselves, but all their friends, and to my knowledge have 5 and 10 dozen pairs. I think something should be done to prevent it.

Respectfully,

M. O'NEILL.

PASSAVANT & Co.

ST. LOUIS, *October 12, 1896.*

DEAR SIR: In answer to your inquiry of the 5th, we beg leave to say that we think the unlimited importation of gloves and certain other things by persons visiting Europe has been quite damaging to our business.

We have known of large numbers of people coming back with supplies that would last for years, and also supplies for friends, and which we can only charitably hope were intended as presents. It seems to us that everything bought in Europe by visitors from this country should pay the regular duty, whether worn or not worn, whether for own use or somebody else's use.

If those who live at home should pay a duty, why should those who go abroad be exempt?

Trusting we have made ourselves clear, we remain,

Yours, truly,

WM. BARR DRY GOODS COMPANY,  
J. BAUKLIN, *Vice-President.*

Messrs. PASSAVANT & Co.

NEW YORK, *October 26, 1896.*

GENTLEMEN: I beg herewith to state that my business has suffered extensively through customers who travel abroad, and returning bring a number of dozen pairs of gloves with them for their own use and that of their friends.

Should any means be offered to stop this style of importation I will gladly lend my hand.

Yours very truly,

JOSEPH DUCIMETIERE.

Messrs. PASSAVANT & Co.



LOUISVILLE, Ky., *October 13, 1896.*

GENTLEMEN: Replying to yours of the 5th. In Louisville there are many people who get their entire supply of kid gloves through friends visiting Europe. These gloves are brought to our notice by frequent requests to exchange them for proper sizes.

That these gloves are not inspected properly by the custom-house officials is shown by the fact that men often bring small sizes for ladies.

This practice is unquestionably detrimental to American interests, and you have our hearty wishes for your success in securing reform.

Very truly,

JOHN C. LEWIS COMPANY,  
By LEE LEWIS.

PASSAVANT & Co., *New York.*

BUFFALO, N. Y., *October 12, 1896.*

GENTLEMEN: We are gratified to receive yours of 5th instant. We infer from contents that at last efforts are to be made toward stopping or at least reducing an injustice to the glove dealers of this country.

The heavy duty imposed by the Government on kid gloves makes such a glaring difference in the prices of France and America that it is instantly noted by the American traveler, and he or she generally comes home with a year's or in many instances several years' supply. The evil would not be so great did it stop there, but it does not. We think it conservative to say that a majority of them bring liberal supplies for their friends.

During our experience many cases of supplying friends have come to our notice through a mistake having been made in sizes, the recipient bringing them to us for exchange, which we usually did until the past few years to oblige them, as they were good customers.

We speak of this feature of the case as we think examination of the sizes by the inspectors would show that in many instances dozens of gloves of various sizes were not all for one person.

Yours truly,

S. W. LAIRD & Co.

Messrs. PASSAVANT & Co., *New York.*

BOSTON, *October 14, 1896.*

GENTLEMEN: I think there are a tremendous number of gloves brought into this country free of duty for personal use, and as a favor to friends.

The exodus to Europe is increasing every year to a very great extent, and gloves are the chief article of apparel brought home by both men and women.

I have lost within the last eight years, more than 200 customers, who had been regular purchasers at my place for four years—and who had averaged buying from 1 to 15 dozen gloves every year. They come to me for some odd shades occasionally and volunteer this remark—that they only want one pair as they bring out all they use, and other instances give proof of it—as they still continue customers at my other departments. Now, a woman of wealth and social life, could use 3 or 4 dozen pairs of gloves in two or three months, as theater parties, balls, dinners, teas, traveling, and church, calls for many colors and styles of gloves, and when such a woman declares that so many dozen of gloves are necessary for her use, she is right; but 1 dozen of gloves would keep her for two or three weeks—and I think should be the limit—if limit there is to be—and a rigid examination of trunks should be made. If tariff is protection, then have it.

I had one family for six years whose account for gloves would average \$400 or \$500—that I only see in my other departments.

Now, if all of these people are allowed to bring in all of those dozens of gloves every year, and take from the Government so much tariff, and from the dealers so much business, why can't a dealer like myself bring in a few pairs and make extra money on them?

There comes the question now—this question of loss to this country, through so much loss of business has been a serious thing in my mind, and outside of money spent for traveling this summer I had no use. But when at the examination of trunks at East Boston the first of this month a mere opening and glancing over of contents was made of trunk after trunk, and when it came to my small affair the man in charge at the deck came down and told, as I found afterward, the examiner that I was Miss Fisk of Temple place, such a thorough examination was made of my effects that the smallest articles were exposed and questioned.

Now, I do not question the examination. If a duty must be done, do it politely and in a business way, but do it justly; don't glance through a trunk or trunks that



have \$500 or \$1,000 dutiable goods and pull out every article in the trunk of a woman in business.

I do not think anyone who is not brought in contact with the best trade realizes to any extent the seriousness to this country in the loss of money by people bringing home goods, especially gloves. All of the glove agents I meet tell me the demand is constantly for cheaper gloves, on account of the times. I think three times out of ten that is correct, the other seven is because the people who formerly bought the best of gloves bring them out, and I predict for the trade, if it continues five years more we shall be selling cheaper and less gloves. One can increase their trade in every department but the gloves; but with the best gloves that are made, and with the best and medium families to deal with, I find myself working hard to hold my families, and while you may think it a very strong statement to make I must make it; that if people would visit the other countries and only bring home a few gifts, such as they would if they were going to a distant part of this country, spending their money for traveling and sightseeing, and let their wardrobe alone, this country would right itself, for there are millions of money spent every year by both men and women for wearing apparel alone.

Very sincerely yours,

Miss M. F. FISKE.

Messrs. PASSAVANT & Co.

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PHILADELPHIA, *October 13, 1896.*

GENTLEMEN: In reply to your favor of October 5, our experience for a long time past has convinced us that very many of our customers upon returning from Europe bring with them an unreasonable number of kid and suede gloves, and others have them brought to them by friends.

If it was possible for the Treasury Department to check this imposition it would result in a very important return to the revenue from customs.

A matter which in our judgment is vastly more serious, and which is continually increasing, is the amount of merchandise that is brought into the country by women engaged in dressmaking or otherwise, who not only bring costumes, coats, and mantles, but silks, dress fabrics, trimmings, gloves, etc., as personal luggage.

In our opinion, this character of smuggling could be very largely stopped, as it would not be a difficult matter to locate the parties.

Very truly, yours,

JOSEPH G. DARLINGTON & Co.

Messrs. PASSAVANT & Co., *New York.*

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ST. PAUL, MINN., *October 26, 1896.*

DEAR SIR: On a trip to the other side this summer the writer's attention was called to the fact that thousands of dozens of kid gloves are brought over every year free of duty by parties returning from Europe.

On our return trip my wife and I found that almost every lady on the steamer had from 1 to 10 dozen pairs of gloves which she had purchased in Europe and which she was bringing home as presents.

In some instances they had taken commissions from friends to purchase gloves for them while in Europe, as they claimed they could get them so much cheaper there than at home. We think that some steps should be taken to stop this wholesale smuggling of gloves by which the Government loses thousands of dollars annually and the merchants a large amount of business.

Very truly, yours,

SCHUNEMAN & EVANS,  
By CHAS. SCHUNEMAN.

Messrs. PASSAVANT & Co., *New York.*

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MINNEAPOLIS, MINN., *October 12, 1896.*

GENTLEMEN: Your circular letter of 5th received, regarding duty on gloves. We have not heard very much of this thing, though occasionally ladies mention receiving presents of gloves from someone who has been abroad, and no doubt there is a good deal of the sort of thing done. We think it only fair that a limit be fixed on the number of pairs a lady can call personal luggage, and hope you will succeed in your efforts to lessen this evil.

Yours, respectfully,

JOHN W. THOMAS COMPANY.

PASSAVANT & Co., *New York.*



BOSTON, *October 12, 1896.*

GENTLEMEN: Your communication of October 5th, regarding changes in custom ruling in relation to gloves being brought in exempt from duty by private parties, at hand, and in reply would say we learn through our glove department that many of our customers are supplied in this way from the other side, and we feel that it is very necessary more stringent rules should be made. As a suggestion, we would say that perhaps if no gloves were passed that had not been tried on it would prevent people from purchasing gloves for second parties or to be sold again; and in addition to this, we think it would be well to limit the number of gloves per passenger.

Yours respectfully,

L. P. HOLLANDER &amp; Co.

Messrs. PASSAVANT & Co., *New York.*NEW YORK, *October 20, 1896.*

GENTLEMEN: In reply to your circular letter of the 5th instant, we beg to state that we are aware of the abuse of the privilege of bringing in as personal apparel large quantities of kid gloves without paying duty on the same. Any action of the Treasury Department that may restrict the practice to reasonable proportions will have our hearty approval.

Very truly, yours,

STERN BROS.

Messrs. PASSAVANT &amp; Co.,

MINNEAPOLIS, MINN.

GENTLEMEN: In reply to yours of the 5th, regarding gloves brought in free of duty by private individuals, will say that we have no information on this subject.

Yours, truly,

S. E. OLSON Co.,  
Per A. PICKERING.

Messrs. PASSAVANT &amp; Co.

MILWAUKEE, *October 19, 1896.*

GENTLEMEN: We are in receipt of your favor of the 5th instant. It has always been our experience that trade was materially affected by parties returning from Europe stocked with an unreasonable amount of gloves. Having a class of trade who cross the ocean from two to three times a year, we find that our glove department has suffered a great loss on that account. We trust that one and all who are interested in gloves will give this matter its full attention and that all dealers will thereby profit.

Yours, truly,

WM. RECKMEYER &amp; Co.

Messrs. PASSAVANT & Co., *New York.*SACRAMENTO, CAL., *October 19, 1896.*

GENTLEMEN: Your letter, dated October 15, duly received, and we are very glad to have a word from you, and glad, indeed, to think that the large importers of gloves of this country realize the situation that has been practiced for some time. This thing has come under our observation for many years, and there are a great many people that leave California and visit Europe from here; and in our own personal experience we have found that on their return from Europe they usually bring sufficient gloves to last them and their friends for a year or so. Not only that, but they would take pleasure in bringing the gloves to our notice and boast of the great difference between gloves purchased here and in Europe. Many of our good customers would go so far as to bring in gloves and request us to change them for either different colors or lengths. This we positively refused to do, and in many instances have been considered as being unfair for not doing so.

Yours, respectfully,

WASSERMAN, DAVIS &amp; Co.

Messrs. PASSAVANT & Co., *New York.*



CLEVELAND, *October 13, 1896.*

GENTLEMEN: Replying to your letter of the 5th instant, we wish to state that we have not received complaints in reference to people bringing in the quantity of kid gloves ostensibly for their own personal use without duty being paid.

Yours, respectfully,

WM. TAYLOR, SON & Co.,  
Per T. P. LYMAN.

PASSAVANT & Co., *New York.*

BOSTON, *October 12, 1896.*

GENTLEMEN: Replying to yours of 5th instant, in regard to the glove matter, we would say that we have no knowledge of parties bringing an unreasonable quantity of gloves from abroad free of duty.

Yours, truly,

C. F. HOVEY & Co.

Messrs. PASSAVANT & Co., *New York.*

CINCINNATI, *October 12, 1896.*

GENTLEMEN: We desire to direct your attention to the fact that our trade is being materially affected by the exodus of a large number of our patrons to Europe every spring and summer, who return with large quantities of gloves, not only for their personal use, but also for their families, relatives, and friends. The quantities are often so large, and the abuse of the privilege of passing these goods in the custom-houses as personal baggage so flagrant, that we desire to enter a protest through you with the Treasury Department.

We have abundant proof of these abuses, from the fact that fully 20 per cent of the gloves handled in our cleaning department bear the stamps of Paris retail houses, the Louvre, Bon Marche, and Printemps. Every dealer in gloves is well aware of the fact that goods bearing the stamps invariably pass the custom-houses duty free. Again, patrons and residents will present cartons containing 2 and 3 dozens, asking to have them exchanged for other sizes and colors, which, however, we positively refuse to do. These gloves have all passed the custom-houses free of duty.

These flagrant abuses should receive the serious attention of the Treasury Department, for the protection of the revenue of the Government and the protection of importers and dealers.

We trust this matter will receive your prompt and careful consideration.

Faithfully, yours,

ROTH & Co.

Messrs. PASSAVANT & Co., *New York.*

NEW YORK, *October 10, 1896.*

DEAR SIRS: Replying to your letter of 5th instant with reference to gloves brought into the country by tourists, our opinion is that great injustice is done by permitting them to come in free of duty—the maximum in such cases should not be over half a dozen pairs—all above that is simply a fraud on the Treasury.

Yours, truly,

ADAMS & Co.

Messrs. PASSAVANT & Co., *New York.*

CHICAGO, *October 13, 1896.*

GENTLEMEN: Replying to yours of October 5, have to say, that we think without doubt that the duties are avoided largely, and quantities of gloves brought out that should pay duty. We have written our Mr. Smith in New York, and he will confer with you.

Yours, very truly,

MARSHALL, FIELD & Co.

Messrs. PASSAVANT & Co., *New York.*

CHICAGO, *October 12, 1896.*

GENTLEMEN: In response to your letter in regard to the question of people bringing into this country from 1 to 10 dozen gloves to a person, free of duty as personal luggage, we know it to be a common practice. This not only is an unjust discrimination against dealers like ourselves, who pay duty on all they sell, but also deprives



the Government of a large amount of revenue rightfully due it. Wishing you success in your efforts, we remain,

Yours, very respectfully,

MANDEL BROS.

Messrs. PASSAVANT & Co., *New York City.*

CHICAGO, *October 17, 1896.*

DEAR SIR: Yours of the 5th instant is received. While we have heard that certain individuals returning from Europe bring in unreasonably large quantities of kid gloves free of duty, we can not give you any particular instances or facts connected with any special case.

Yours, very truly,

CARSON, PIRIE, SCOTT & Co.

PASSAVANT & Co., *New York, N. Y.*

ST. LOUIS, *October 14, 1896.*

GENTLEMEN: In response to your letter of 5th instant, relating to the importation of kid gloves free of duty by private parties—that from our own personal experience we are convinced that a very large number of kid gloves are brought into this city every year and claimed as personal property that are not only for their personal use, but for that of their friends, and in many cases a good profit made on the same.

We have numberless demands made on us every season by customers to fit gloves just received from Paris through friends, letters, and more frequently in newspapers. As many as a dozen pairs at a time have been presented to us by one individual with that request.

It commenced several years ago on a small scale, but has now reached to such dimensions as to make it a matter of interest to dry goods merchants.

Nor is this evil confined to gloves alone, as dress trimmings and dress goods are continually being brought over by ladies who visit Europe in the summer and partly pay their expenses by what they bring home. This relates more especially to dress-makers and milliners.

We do not know to what extent the Government permits private parties to import for personal use, but of one thing we are certain, that no matter what the amount may be, the abuse is largely in excess of the permit.

We hope this matter is about to receive proper attention, as it has been allowed to exist too long.

Trusting you may be successful in your efforts, and assuring you of our hearty cooperation in the matter, I am,

Yours, truly,

LEWIS LIPMAN,  
*Manager of Glove Department of  
Scruggs, Vandervoort & Barney Dry Goods Company.*

Messrs. PASSAVANT & Co., *New York, N. Y.*

ST. LOUIS, *October 13, 1896.*

GENTLEMEN: Replying to your favor of October 5 regarding the purchase of gloves in unreasonable quantities by our customers who visit Europe and bring them back free of duty, we beg to say our observations at the department indicate that every lady from this city who visits Paris lays in a supply of gloves, but we have no means of knowing what number of pairs they bring in at a time.

In the summer of 1894 our Mr. D. C. Nugent was in Paris, and in visiting the various retail glove stores or glove department he observed on numerous occasions American ladies buying kid gloves in quantities of from 1 to 5 dozen.

This is the only positive evidence we have in this matter.

Yours, very truly,

B. NUGENT & BRO.

Messrs. PASSAVANT & Co., *New York City.*

BOSTON, *October 14, 1896.*

GENTLEMEN: Your favor of October 5, postmarked October 10, in regard to gloves brought into this country by parties returning from Europe at hand, and we beg to say that it is only very rarely that we have any reason to think that unreasonable quantities of gloves are brought to our market by returning parties, and we should, therefore, prefer not to join in any petition to the Treasury Department relative to this matter.

Yours, truly,

R. H. WHITE COMPANY,  
Per CROSBY.

Messrs. PASSAVANT & Co., *New York City.*



ST. PAUL, *October 12, 1896.*

GENTLEMEN: In answer to your letter of October 5, regarding gloves being brought over free from duty, beg to say that we have quite a few people visiting Europe every year that bring gloves over and ask us to exchange them for other sizes, etc., which we refuse to do. It certainly absorbs a certain amount of the business which we would naturally get in this country, and if some means possible could be taken to stop the importation of the quantity of gloves it would be a great benefit to the retailers of this country. As a matter of course, people coming back from Europe naturally will bring back a few pairs of gloves for their own use and sometimes for presents, but when they bring over from 5 to 15 dozen it is quite a different thing. We hope this matter can be adjusted by a united action on the part of the retailers, and we sincerely believe that the retail dealers will be greatly benefited if it could be stopped.

Yours, truly,

MANNHEIMER BROS.

PASSAVANT & Co., *New York.*KANSAS CITY, MO., *October 12, 1896.*

GENTLEMEN: Replying to your favor of October 5, asking our opinion as to the quantity of gloves brought over by persons returning from Europe, beg to state that we only occasionally hear of this being done. We do not remember the names, but have been told that 35 pairs can safely be brought over without paying duty, which, if the law allows, we think entirely too many for any person to be allowed to bring over, as it would probably constitute a year's wear, or until they again make the trip. Of course, the number from Kansas City that visit Europe annually is small compared with that of large Eastern cities, and if the evil is to the extent that you mention in your letter, we think the authorities who have power in this matter should stop it.

Yours, respectfully,

G. BERNHEIMER BROS. &amp; Co.

Messrs. PASSAVANT & Co., *New York.*NEW YORK, *October 21, 1896.*

GENTLEMEN: We beg to direct your attention to repeated statements made by our glove buyer that our business is seriously interfered with by a custom becoming more prevalent every year, viz, the bringing in by private individuals of great quantities of gloves on their returning from Europe, on which no duty has been paid. We know that you are already cognizant of this question, and it recently having reached such proportions, required careful consideration.

Yours, respectfully,

B. ALTMAN &amp; Co.

Messrs. PASSAVANT & Co., *New York City.*

## STAINED-GLASS WINDOWS.

(Paragraph 686.)

### REASONS ADVANCED WHY THERE SHOULD BE NO DUTY.

ST. PETER'S CHURCH, ROME, N. Y.,  
*January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I take the liberty of addressing you on the subject of stained-glass windows for churches, as I am, along with so many of my brethren among the clergy, personally interested and have been compelled to acquaint myself with the law regulating the importation of these articles. The present tariff law imposes a duty of 35 per cent on stained glass windows, which is a heavy burden, but there is in paragraph 686 of the

<sup>1</sup> See page 273 of these hearings, Schedule B.



free list a clause providing that when such windows are imported in good faith for presentation to any religious society, they shall be admitted free according to regulations made by the Treasury Department. I now ask that in the framing of the new bill this clause relating to church windows may be left untouched. From my own experience I can say that it would be a great hardship to the self-sacrificing and generously disposed people who in their devotion to the church donate these beautiful works of art, either as an adornment to their place of worship, or more often as a loving memorial to some departed relative. It would, I repeat, be a hardship to impose a tax on such generosity, and its only result would be to deprive the churches of this means of elevating and instructing the simple and unlearned, as the stained-glass windows imported from England and Germany are unobtainable in the United States.

A. MURPHY, *Pastor.*

## TARIFF LEGISLATION NOT NEEDED.

### STATEMENT OF MR. LOUIS D. BRANDEIS, OF BOSTON, REPRESENTING THE FREE TRADE LEAGUE.

THURSDAY, *January 11, 1897.*

Mr. BRANDEIS said: Mr. Chairman and gentlemen of the committee I wish to refer to leather, but not to confine my remarks to that. I desire to speak in behalf of those whom I believe form a far larger part of the people of the United States than any who have found representation here. I speak for the men who want to be left alone, those who do not come to Congress and seek the aid of the sovereign powers of Government to bring them prosperity; and I do not even come for those in any particular trade who desire to be protected from a new duty which perhaps will bring destruction to them. Our people have been hearing from those whom they believed this past summer that what was unstable with business was that there was no certainty as to what would happen. People have been suffering because business men, as the gentleman told you this morning, could not say what was going to happen. They could not make their contracts in advance and the people would not make contracts with them. They were disturbed, as it appeared mainly, and as the orators of the Republican party and many Democratic orators said, because of the instability of the future. That same trouble is before us now. The business man and the laboring man as a whole wants to be left alone.

Mr. PAYNE. Did you appear here in 1894?

Mr. BRANDEIS. No, sir.

Mr. PAYNE. You did not make this argument then. Were you in favor of being let alone in 1894?

Mr. BRANDEIS. I was very much in favor of being left alone in 1890.

Mr. PAYNE. How about 1894?

Mr. BRANDEIS. I felt that things had gone so far in 1894 that the people of the United States would not under any circumstances allow them to be let alone. That the people had declared by their action in 1892 that under no circumstances would they let things stand as they were. There are things, Mr. Chairman, that the people of America will not stand, and they showed their determination at that time that they would not stand it, by the returns they made to Congress.

Mr. PAYNE. How about the later returns?



The CHAIRMAN. Have you any information that you desire to present to the committee?

Mr. BRANDEIS. The information that I desire to present is this: That while you have had here representatives of particular industries, men who in some cases represented a single institution—such a man as you heard to-day, who wanted to have the monopoly of the American market—that the great bulk of the business that is done to-day, that is, the merchants and the great mass of the laboring men, have not come before you and will not come before you, because they want to be let alone.

Mr. DOLLIVER. The largest merchant in Chicago was represented here this morning with a request for sundry changes.

Mr. BRANDEIS. I presume you refer to Marshall Field & Co. He did not desire more duty——

Mr. HOPKINS. Yes; he did.

Mr. BRANDEIS. Specific he said.

Mr. HOPKINS. And increased duties in certain instances where he said duties were too low.

Mr. RUSSELL. What do you manufacture?

Mr. BRANDEIS. Nothing; but the gentlemen I represent here manufacture a great many things.

Mr. RUSSELL. What do you represent?

Mr. BRANDEIS. I represent the New England Free Trade League, which consists of manufacturers of practically all kinds of goods. The man who was the president of that league was one of the leading manufacturers of New England. The members of the executive committee of that league are large carpet and woolen manufacturers. Other members of that league are paper manufacturers, and a great many members of the league are mere consumers.

Mr. DOLLIVER. Who is president?

Mr. BRANDEIS. Henry W. Lamb, metal manufacturer. Henry L. Pierce was president of the league. He had the honor of being a Member of Congress, and was one of our largest manufacturers.

Mr. DALZELL. He asked for  $2\frac{1}{2}$  cents duty on chocolate.

Mr. BRANDEIS. He did, if you put the duty on sugar. He said he didn't desire any duty on chocolate unless you taxed sugar.

Mr. McMILLIN. He wanted to be let alone if they would let him alone.

Mr. PAYNE. He wanted to have machinery free and everything else free before he would agree to free chocolate.

Mr. BRANDEIS. I don't believe those were the conditions.

Mr. PAYNE. I think you will find them in the tariff hearings of 1890.

Mr. BRANDEIS. Mr. Pierce and the other gentlemen of the New England Free Trade League are consistent in that. I ask you to remember in considering the evidence and claims before you that these men who are telling you the piteous tales of their suffering have suffered because the foreign importations during the year 1896 were \$120,000,000 less than they were the year before, and these goods would have been a boon——

Mr. DOLLIVER. Has there been a meeting of the New England Free Trade League recently?

Mr. BRANDEIS. Yes, sir.

Mr. DOLLIVER. Did they express their opinions?

Mr. BRANDEIS. Yes; they expressed their opinions very recently. General Buckner was present, among others.

A BYSTANDER. Is this gentleman in order, Mr. Chairman?



Mr. PAYNE. Go on with the hearing.

Mr. McMILLIN. I presume one man representing the consumer would be allowed to be heard in the course of the eleven or fifteen days' hearing.

The CHAIRMAN. If some one here were to get up and make a general speech on the subject of protection, as the gentleman is making a speech on the subject of free trade, I would say, as I have already said during these hearings, that this is not the proper time for it——

Mr. McMILLIN. There have been some speeches on the protection line, I think.

The CHAIRMAN. There has been a remark now and then as to protection, but all attempts to make protection arguments have been checked. We want facts, not political speeches. He is making a speech on free trade.

Mr. BRANDEIS. Mr. Chairman, I have not, if you will pardon me, made a speech for free trade, because I do not understand that this is the time or place to do it. What I have undertaken to do is to object on behalf of the consumers and on behalf of a large number of business men and workingmen of New England, in which a large number of people all over the country are in sympathy, object to a changing of the condition which we are in, which is very far from free trade. While duties average about 40 per cent, as they do at present, I think that is very remote from free trade, and I do not make any argument at this time, whatever may be my convictions, in favor of free trade.

What I make an argument for is in behalf of the business men and laboring men and the consumers, that business may be left in peace in order that it may recover. That is what I am arguing for—not free trade. Most of the men who have appeared here want duties raised in order that their particular business may prosper. I, and those whom I represent, do not want the duties raised, in order that business may have a chance to recover. When business is allowed to recover by the business men being left alone, then we will see what has been the operation of the Wilson bill; then we will see how many aches and pains are due to the Wilson bill, and how many are due to the hard times and the uncertainties and agitations of the last three years. That is what I desire to impress upon you.

Mr. RUSSELL. Don't you recognize the fact that we have to raise more revenue?

Mr. BRANDEIS. I do, and I believe it can be done without affecting the tariff in any way.

Mr. RUSSELL. It has to affect somebody.

Mr. BRANDEIS. Suggestions have been made as to how it can be raised. Experts who have considered this matter and have gone into the question of raising revenue from a tax on beer have stated that \$32,000,000 could be raised, without hardly any expenditure, without any serious disturbance to business interests, by putting \$1 tax on every barrel of beer. We would not disturb business; the only result might be a little more froth in every glass of beer a man was called upon to drink. There is an opportunity of raising \$32,000,000 of additional revenue without disturbing business in the least.

Mr. HOPKINS. Where would you get the balance of it?

Mr. BRANDEIS. I think, however large that balance might be, that that balance would be more than raised if you would stop agitation and allow business to take care of itself.

Mr. HOPKINS. How is the Government going to exist during the time that business is recovering?



Mr. BRANDEIS. The moment that it appears that Congress is not going to interfere with business, but is going to let business alone, then you will see the imports increase, and you will see that instead of having \$120,000,000 less imports your imports would increase and give revenue, and that is what you want; but these gentlemen who have appeared here are arguing for protection regardless of revenue. They are now passing in Congress, or I hope they are passing, the Loud bill, which will bring in a large revenue. But this matter of improved business, which will affect the internal revenue and will affect custom receipts, will, in connection with the \$32,000,000 raised from a tax on beer, bring, I believe, all the additional revenue that we need.

### AGAINST A CHANGE.

#### A. B. FARQUHAR, OF YORK, PA., WANTS THE COUNTRY LEFT IN ITS PRESENT CONDITION OF PROSPERITY.

YORK, PA., *January 11, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

You have naturally, in your public hearings of testimony and recommendations and pleas for amendments to the revenue laws, had far more to do with those desirous of increased duties than with those in opposition. The interest of people in quest of favors is always more intense, as well as more definite, than that of people who have simply to protest against granting favors to others at their expense, though the former may be few and the latter 70,000,000, yet your committee may easily hear much from the small number and nothing from the great. Easy as it is for all concerned only as individuals of the 70,000,000 to be silent, thinking that where no peculiar interest exists no peculiar exertion is called for, yet the easy course is sometimes the wrong course. Personally I have nothing to ask of your committee except that you will refrain from putting obstacles in the way of my business and from strengthening the arms that are aiming a blow at my interests; otherwise my cause is merely identical with that of the great mass of your fellow-citizens. What is best for them is best for me, and might be asked as well in their name as in my own.

The great practical problem before us, as before all nations and peoples, is how to apply the force and opportunity at our command so as to derive from them the greatest net result in comforts and conveniences of life. That application of human labor, direct or indirect, which brings the largest total result in these comforts and conveniences is the one that best serves the body politic, and thereby raises to the highest point the demand for labor, and hence the reward of the laborer. Since the best paid labor is therefore the kind that produces most, it may easily follow that such labor is of exceptionally low cost in proportion to product. We know that this is true in some instances. The wheat of our Western States must necessarily be produced at a lower labor cost than that of Egypt or India, because it sells freely in the same British market, to which the cost of transporting it is higher. And yet our lower cost is made up of payments at the rate of \$1 a day, while their higher cost is paid at a rate not far from 10 cents a day. This is possible, partly because the Western laborer furnishes labor of higher quality than can the ryot or fellah; partly because it is more ably directed by improved machinery and better methods. A similar



state of facts exists in all production that meets foreign competition on equal terms. No labor in the country receives better pay than that employed on exportable goods in direct competition with foreign labor, wages running high, though the price of the product is low, and proving really cheaper because directed by higher brain power.

Some years ago I visited a large agricultural implement factory in England, at the invitation of its owner, a member of Parliament. I found plow handles and beams produced in that factory at a labor cost of more than \$1, while similar work cost us but 10 cents at our factory in York, owing to our superior machinery and methods; so that our cheaper labor (at considerably higher wages) fully made up for the disadvantage at which we were put by greater cost of raw material. I then and there told the proprietor that the trade would all come to us unless he improved his methods—and, to make a long story short, it has all come to us. Our works manufacture practically all of that description of plow now sold—perhaps 20,000 a year. Now, see what must necessarily be true if our plows sell in South Africa, say, side by side with those of English make, as I have shown they easily do; if our transportation charge is higher, as it must be where we have to ship by way of England; if our raw materials, lumber excepted, are more costly, as any inspection of comparative prices will instantly prove; then our firm must either be drawing no profit whatever, or be at less expense for labor. No other conclusion is possible, unless some way can be found for making larger subtractions from the same sum, and not leaving smaller remainders. Since our business affords enough profit to justify continuance in it, and the profits of our English rivals are not inordinate, the only possible conclusion is that there is less labor cost in our plows than in theirs. This fact of cheaper labor, which is demonstrated by actual observation in my business, supported by similar observation in many other businesses enjoying like advantage of more efficient machinery and superintendence, must necessarily apply to all labor employed on exportable products.

Work on merchandise for export, as I have already said, is especially highly paid, by the day, and it is exactly this high-paid labor that is really the cheapest labor. What is called "pauper" labor—the kind that is ill compensated—is practically a very dear kind. Every sagacious manufacturer having a piece of work which brings him particularly low profit, on which economy in every kind of cost is particularly necessary, puts his best-paid workmen on just that piece; if he dreams of sparing labor cost by doing otherwise he simply converts his margin of profit into a net loss. The fact that we are exporting steel rails to Canada, Japan, and elsewhere in the face of English competition, and iron to England itself—something we never could do until the approaching exhaustion of England's iron supply put us less at a disadvantage for raw material—and the further fact that never in its history has the country made anything like so large an export of manufactured goods and machinery as during the last year, aided by the cheaper raw material allowed us in the Wilson bill, show what we could do with raw material free; show, indeed, that very many if not even the majority of manufacturers would have no use for protection, if we could go to work on that basis.

Again and again I have declared, distinctly and publicly, that I desired no import duty on agricultural implements. The duty was swept away in the Wilson act with my cordial approval. The harm that such duties do to producers who can export, is that they suggest and encourage retaliatory duties in the countries that buy of us. The



only possible good they could do is to enable manufacturers, by combination, to extort higher prices from their fellow-countrymen than from foreign customers. It is with just that motive that many a man asks Government assistance in charging more for his goods than he sells them for in Europe or beyond the tropics. It is just that motive that you cherish and hold up as worthy of praise when you allow drawbacks of duty on goods exported. By that piece of legislation you declare, as plainly as words can put it, that foreign customers are the ones you select for favor, while home customers are entitled only to be fleeced.

You wish to aid the American workingman. So do I. But when I observe, as I do, that he never before received so large a proportion of earnings as he has under recent legislation, and that all possible increase in exported manufactures constitutes additional demand for his labor, I conclude that what he wants is a larger export business. There can not be an increase of importations, demand for money on both sides continuing unchanged, without creating a demand for exported products of agricultural and mechanical labor, as is plainly proved by all the statistics of trade. If absolute free trade were decreed to-day, American needs and desires could only be met by use of the product of American workmen, as they have been met in the past. If those workmen should be employed a little less in making things that go directly to the consumer, and a little more in making things that go abroad, to be exchanged for the things the consumer wants, his labor would be none the less demanded, while its application to something it can produce to better economical advantage would insure its being better rather than worse paid, after business had adjusted itself to the new conditions.

If I did not believe that I could carry on my manufacturing for what the public would pay freely, without Government interference to force factitious profits, I ought to close up and go at something fitted to my size. I am ready to say the like for my brother manufacturers. If they are not lost to all sense of shame, they must blush to come whining before Congressional committees for a chance to extort extra profits, like a cur for a bone, especially when with this is associated the hypocrisy of pretending that what they seek thus to draw into their own pockets is all taken in trust for the sole benefit of the poor workingman, even if we disbelieve all rumors and disregard all suspicions of campaign contributions and other forms of more or less disguised bribery. And then to think that this craven fear of foreign competition, this cringing dependence on the work of the lobby and on legislative Congresses, is so unnecessary! But for this huge confidence game, for this blighting curse on our industrial independence, the country could step forward at once and become the great source of the world's supply. The predominance in the iron business, in spite of our carefully calculated and persistent efforts to leave it in British hands by oppressing our export trade, has at last come to us. The mines of Britain will not long repay working, while ours are practically inexhaustible.

The chief object I have in addressing you is to make the most earnest possible protest against the calling of an extra session in the spring. I hear that this proposed extra session for the purpose of pulling our revenue laws to pieces is usually advocated as necessary, not because some favorites of Government, large campaign contributors perhaps, need to have their profits enhanced at the public expense, but because, forsooth, the country needs more revenue. The country would not need more revenue if it would judiciously spend what it has. If its law givers and law administrators would cut down the list of pensioners to those who have an honest claim, and thereby make that list a



true roll of honor, if they would frown on public building and river and harbor demands, if they would abstain from waste of public money in useless military defenses and naval armaments, the revenue now provided would more than suffice them. But, entirely apart from these considerations the association of increased revenues with such an overhauling of the tariff as you are asked to make, and are supposed to contemplate, is a sham and a swindle, and you know it. You have no certainty—in fact, no good reason for believing—that an increase of protective duties will bring more revenue. The country's income diminished greatly under the McKinley Act, and was actually considerably less during the last year that act was in operation than it has been since duties were reduced. You are perfectly certain, on the other hand, that revenues would be considerably increased by a slightly higher internal tax on beer and tobacco, with moderate duties on tea and coffee. In fact, a higher rate on beer alone, one of which the consumer would be insensible, would quite counterbalance the deficit in the Treasury. If you sincerely wanted more revenue you would recommend such a measure as this at once, and your recommendation could be made into law in a week.

This extra session is evidently desired for a very different purpose than to increase the public revenues. It is desired because those who are moving for it would rather increase the cost of the workingman's clothing than that of his beer. It is desired because they would rather tax the lumber that goes to build his house than the luxuries he would be better off without.

It is superfluous to remind you that the talk of an extra session is unsettling business—is locking up capital that would go at once into productive enterprise if assured of the continuance of present conditions, is depriving labor of employment by repressing enterprise, is only welcome to those who in one way or another prey upon the public, because you know it and you see it. You know it by your reason; you see it in the backset which reviving business, after the forward start that followed the national election, has so disastrously met. Leave the tariff alone; let business be undisturbed, and enterprise assured of some degree of permanence; give us security instead of a legislative earthquake, and you will be surprised to see the prosperity that will follow your patriotic abstinence.

A. B. FARQUHAR,  
*President of the A. B. Farquhar Company.*

## RECIPROCITY.

### STATEMENT SUBMITTED BY MR. WILLIAM E. CURTIS, OF WASHINGTON, D. C.

WASHINGTON, D. C., *January 4, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

I take the liberty to submit to your honorable committee a statement concerning the proposed reciprocity feature of the tariff law now under consideration, to which I would ask your careful attention.

It would be impossible to negotiate a new set of commercial arrangements if section 3 of the McKinley Act of 1890 were to be reenacted, except perhaps with Spain for Cuba and Puerto Rico, where the reasons would lie entirely outside the question of trade. Spain is in a position just now to do anything that is demanded of her by the United States;



and, as public sentiment in Cuba is so strongly in favor of a return to the reciprocity arrangement with the United States, Spain would regard an opportunity to renew that arrangement as a great fortune. Mr. Canovas, the prime minister, has so announced in private and public communications. The present revolution was precipitated by the repeal of the late treaty and the imposition of a tax upon raw sugar by the United States.

The tax imposed by the Wilson-Gorman bill has not affected the retail price of sugar in the United States. It is as cheap now as it was in 1893. Nor has it reduced the profits of the trust. The entire tax is taken out of the producer in Cuba, and he in turn attempted to take it out of his laborers by reducing their wages one-half. Many of the planters and sugar makers had to shut down altogether. Only those who had improved machinery and facilities were able to run their mills at a profit. The sugar trust is their only customer, and the prices it fixes are as inexorable as the discount rates of the Bank of England.

This complication threw out of employment a large number of negroes. It also caused considerable distress and discontent among the people generally, who in their ignorance attributed it to the Spanish Government. Jose Marti, a revolutionary agitator, who had for several years been trying to arouse the people of Cuba to insurrection, took advantage of this situation to enlist the idle and discontented negroes in the movement and employed Maximo Gomez as their leader.

As I have said, it would be possible to renew the old arrangement with Cuba, or a new one upon similar terms, and perhaps with some of the other West Indian colonies. But nothing could be done with any of the independent republics on the American hemisphere. The reciprocity section in the McKinley Act was very offensive to them originally. It was a threat and was resented as such. The International American Conference, composed of delegates from all the American republics except Santo Domingo, declared unanimously for the negotiation of a uniform series of treaties that would represent commercial reciprocity in its broadest sense and extend so far as was practicable under their systems of raising revenue. They expressed their willingness to make sacrifices in order to promote their commercial relations with the United States, and the amendment to the McKinley bill which was sent to the Committee on Ways and Means by Mr. Blaine in 1890, and rejected, represented their views and wishes and received their cordial indorsement. This amendment was afterwards introduced in the United States Senate by Mr. Hale, and authorized the President "to declare the ports of the United States free to all the products of any nation on the American hemisphere, upon which no export duties are imposed, whenever and so long as such nation shall admit to its ports free of all national, provincial, municipal, and other taxes, our flour, corn meal, and other breadstuffs, preserved meats, fish, vegetables, and fruits, cotton-seed oil and its products, rice and other provisions, including all articles of food, lumber, furniture, and other articles of wood, agricultural implements and machinery, mining and mechanical machinery, structural steel and iron, steel rails, locomotives, railway cars and supplies, street cars, and refined petroleum."

This was an affirmative proposition. It offered a reward to any nation that made concessions in favor of the United States. The amendment which was afterwards adopted as section 3 was the reverse. It was a negative proposition, and threatened punishment upon such nations as refused to make concessions in favor of the United States. One proposition meant: "If you will do us a favor we will reward you in return."



The other meant: "If you don't do as we tell you we will punish you by taxing your goods."

Only those who are familiar with Spanish-American character and pride can appreciate the importance of the distinction, and those who have a knowledge of diplomatic etiquette will appreciate how seriously such things are regarded in certain quarters of the earth. There was a good deal of discussion on this subject in diplomatic circles. Some of the representatives of the sister republics were inclined to show their resentment of what they considered an attempt to intimidate their Governments, and the newspapers throughout Central and South America took occasion to discuss "Yankee manners" and "Yankee diplomacy" in sarcastic and contemptuous tones. It was frequently explained by our friends and sympathizers that the Congress of the United States did not intend to be offensive, but did not know any better.

Fortunately, we had here in Washington men like Mr. Romero, the Mexican minister, Mr. Mendonça, the Brazilian minister, and Gen. Bolet Peraza, the Venezuelan minister, who realized the situation. By the exercise of their influence they soon persuaded their colleagues in the diplomatic corps that their interpretation of the reciprocity clause was wrong, and as a matter of fact but one of the Latin-American countries showed any resentment; that was Colombia, to whose products the retaliatory clause was afterwards applied. It will be many years before we recover from the injury to our commercial relations and the interruption of our friendly intercourse with Colombia.

Thus it will be seen that it would not be expedient to adopt the negative or retaliation form for the reciprocity feature of the next tariff bill. It would be fatal. Those who were engaged in the negotiation of the commercial arrangements that were made under the act of 1890 would under no circumstances attempt to renew negotiations if it were reenacted. Even Brazil, which is the friendliest to the United States of all the American Republics, and which stepped forward and made the first treaty six years ago, would snap her fingers in our faces, and her example would be followed by every one of the other nations. The Government of the United States would be the laughing stock of the earth.

It would, however, be comparatively easy to negotiate valuable arrangements with nearly all the countries and colonies on this hemisphere and with several of the countries of Europe, provided the reciprocity section of the next tariff bill is made broad enough to cover their peculiar conditions and to include their peculiar products, and is expressed in such a way as to give no offense.

The McKinley law authorized the President to deal with sugar, molasses, coffee, tea, and hides only. This would have to be very much enlarged so as to include many of the articles now upon the free list, the cheaper grades of wool, and some other articles that are taxed, if great benefit is to be derived by our export trade. It would not be necessary to include any manufactured goods except certain wines, food products, and fancy articles that are not produced in the United States. It would be useless to include tea, because China and Japan, from which we receive the largest portion of our supply, have a 5 per cent tariff, which is fixed by the great powers of Europe, and their consent would be necessary if either Government should make concessions in favor of the United States. This condition, however, extends only to the end of the century. Beginning with 1900 the Empire of Japan will be recognized as a civilized government, and will be allowed to regulate its own tariff and fix its own rates regardless of foreign dictation. Then it will be possible for the Government of the United States to



negotiate a favorable and important treaty for an exchange of concessions.

At the same time there are many reasons why a duty should be imposed upon tea, and it is favored by nearly all, if not all, the large dealers in that form of merchandise, as well as by hygienic authorities. The United States is the dumping ground for all the poor tea of China and Japan, which is colored with deleterious substances in order to make it marketable in this country. It impairs the health, it is a prolific cause of nervous diseases, and is an unmixed evil. By imposing a duty upon tea this worthless stuff would be entirely shut out of our markets, and none but the better qualities would be imported.

There has recently been a considerable increase in the imports of Ceylon tea, which was introduced at the World's Fair, at Chicago, and possibly a treaty might be negotiated with the British East Indies, from which we now import about \$21,000,000 in merchandise, and to which we export less than \$3,000,000. The principal articles of import are hides, textile grasses, oils, gums, and other drugs, tin, spices, etc. We ship them nothing but refined petroleum and a little cotton cloth and machinery.

If a treaty with Japan should be negotiated it would be of great value to our trade in breadstuffs, provisions, machinery, and other articles of iron and steel. There has recently been a spurt in the exports of cotton to Japan, but this is due to the fact that they are now shipped direct, instead of through Liverpool middlemen.

There are peculiar conditions existing in each of the countries with which reciprocity arrangements are possible and it would be difficult to cover them in a paragraph. The President's power in the negotiation of treaties should be very broad. Duties should be reimposed upon many articles in the free list and retained upon several articles in the dutiable list, which he may reduce or remove, according to the value of the concessions made by the corresponding countries. In some cases these countries might not find it advisable to place certain articles from the United States upon their free list, but would be willing to give a discrimination duty of 25, 50, or 75 per cent less than that imposed upon similar articles from other nations. France, Spain, and Italy, for example, might be willing to apply the duties in the second column of their tariffs to some articles, those in the third column to others, and admit others absolutely free. One country might afford to be more generous regarding the same article—take flour or bacon for example—than another country, and therefore it would be unjust and improper for the United States to place their products upon the same level. The President should be authorized to make equivalent concessions, and not be required to place any article upon the free list unless reciprocal advantages were gained.

In order to negotiate a reciprocity treaty with Mexico it would be necessary to restore coffee, textile grasses, hides and skins, wools, drugs and chemicals to the dutiable list, and authorize the President to remove or reduce the duties on those articles according as Mexico makes concessions in favor of our products, and also the duties upon lead, fruit, and cattle, which are now on our tariff schedules. In exchange for these we can secure valuable concessions from Mexico in the way of the removal or reduction of the duties upon our provisions, breadstuffs, and an infinite variety of manufactured articles. Perhaps it would be possible to secure similar concessions in favor of raw cotton and manufactures of wood.

Our exports to Mexico last year were valued at \$18,686,797, which is



above the average. In 1895 they were \$15,000,000, and in 1894 only \$12,000,000. Our imports from Mexico last year were \$17,456,177, of which \$13,819,698 were admitted free, and \$3,636,479 were taxed in our custom-houses. In 1895 the total imports were \$15,000,000, of which only \$2,500,000 were dutiable. In 1894 they were \$29,000,000, of which \$7,000,000 were dutiable. In 1893 there were \$33,000,000, of which \$6,000,000 were dutiable. In 1892 there were \$28,000,000 of which \$4,000,000 were dutiable.

Under the Mexican tariff almost everything imported into that country from the United States is subjected to a heavy duty, except agricultural implements, railway iron, rolling stock and supplies, coal, certain classes of machinery, and lumber. Coffee and textile grasses are the most important of our imports from Mexico, hides and lead ore come next, and the fruit culture which has been introduced into Tamaulipas, in the northeastern part of the Republic, is now developing so rapidly that the Government would desire to encourage it by securing free admission for the product into the United States.

The arrangements that were made by the Harrison Administration with the Central American countries might be renewed under certain conditions. The same is true of all the West India Republics and colonies, British Guiana and Brazil, although it would be absolutely necessary to place a duty upon coffee in order to accomplish this. It would be impossible to do anything with any of the coffee-growing Republics by reenacting the reciprocity section of the law of 1890, because that was a threat, and gave notice of retaliation by a restoration of the duty, provided the coffee-growing countries did not meet us halfway. This worked with Brazil and the Central American Republics, which are especially friendly, but was resented by Colombia, Venezuela, and Haiti, and the only way to secure treaties with them now is to offer an inducement for concessions. This can be done by reimposing the duty on coffee and authorizing the President to take it off again whenever and as long as any coffee-growing country in his judgment makes reciprocal concessions in favor of the United States.

There has been an important change in the commercial situation in Brazil since the reciprocity arrangement with that Republic was repealed, which must be taken into consideration. Wheat is now upon the free list, and large amounts of both foreign and local capital have been invested in the erection of first-class modern flouring mills, which grind the wheat of Uruguay and Argentina. The imports of flour into Brazil are now comparatively small, where six years ago they were enormous. We sent 10 barrels then where we send 1 barrel now, and prices are very much lower. Shipping merchants complain that there is no money whatever in the trade; that they are lucky if they make 10 or 15 cents net profit on a barrel, because Argentina wheat is cheaper than can be raised in the United States, and the difference in the cost of labor permits the Brazilian millers to produce the flour more economically than it can be ground in this country. Freights from Argentina on wheat are very low, and the cost of handling has been reduced to a minimum, although nobody ought to complain of the cost of transportation on American flour to Brazil, for the competition is so close that the tramp steamers will carry a barrel from Baltimore to Rio de Janeiro for less money than the transfer companies will take your trunk from a railway station to a hotel or residence in Chicago or New York. The same rates prevail in regard to coffee imported from Brazil into the United States. You can have a bag of coffee shipped from a warehouse in Rio or Santos to the Pennsylvania freight station in the city of Washington,



a distance of 7,000 miles, for the same price it costs to have it delivered from the freight station to a grocery or private residence in this city.

Brazil still imposes a heavy duty on flour, for the benefit of the new milling industry, and any attempt to remove or reduce it by a reciprocity arrangement with the United States would be stubbornly resisted by that influential interest. On the other hand, the United States is the principal market for Brazilian coffee, and coffee is the chief staple of that country. If we should shut our ports against Brazilian coffee, or impose a heavy duty, it would ruin the planters of Brazil, and the Government would make any sacrifice or concession to preserve the present situation. Brazil is also the chief source of the world's rubber supply, and we take 90 per cent of the product. We also take the largest part of her hides, and what little sugar she ships comes to the United States. Therefore, in order to make a profitable treaty with Brazil it would be necessary to restore the duties upon all those articles.

Whatever applies to Brazil holds good concerning Colombia and Venezuela, except that they have no milling industry to protect. Venezuela made a very liberal arrangement with the United States under the authority of the act of 1890, but the President of that country suddenly changed his mind and refused to ratify it, so that it was never carried into effect. There are some interesting stories concerning this sudden change of policy, but the reasons have never appeared on the official records. Colombia became huffy at the start. She resented the threat that was implied in the reciprocity section, and dared the United States to impose a higher duty upon her exports than was paid by the neighboring republics, taking the ground that the treaty of 1848 by which citizens of this country were permitted to build the Panama railroad, gave her especial privileges, and the same rights in commerce that were granted to any other country. There was a long correspondence which ended in a proclamation by President Harrison placing an embargo upon Colombia coffee, hides, and other articles of import.

There is little to be gained by the negotiation of treaties with Ecuador, Peru, Bolivia, or Chile. Our trade with those countries is very small. The only thing we take from Chile in any quantity is nitrate of soda. Our imports from Ecuador are mostly chocolate and crude India rubber. From Peru we get only hides and a few drugs and chemicals. There is, however, a steady flow of exports to all of those countries, and they embrace nearly everything that enters into the wants of man. The trade is carried on by two or three large mercantile houses in New York, who load vessels with assorted cargoes and sell the goods through their own well-established agencies. If we imposed a duty upon nitrates it is not probable that Chile would make any effort to have it removed, and the English influence is so great in that country that the Government would not be likely to make any concessions in favor of our goods. There might possibly be an exchange negotiated with Ecuador for the free admission of her chocolates into this country in exchange for the free admission of our breadstuffs and provisions into that; but the trade amounts to only a few hundred thousand dollars.

The great difficulty in negotiating reciprocity with Argentina lies in the fact that all her treaties with foreign powers contain what is known as "the favored-nation clause," under which they would be entitled to the same concessions that were made to the United States, and would thus deprive the Government of revenue without affording



any special advantage to our merchants. There are few articles in the list of our exports to Argentina, except fine petroleum, in which we do not meet competition from other countries. Canada and Norway ship lumber there as we do, and we meet all the countries of Europe in the sale of general merchandise. A movement has recently been inaugurated in the Argentine Congress to secure the revocation of all existing treaties in order to negotiate new ones which shall not be uniform with all nations, but contain special provisions applying to each nation according to the character and conditions of its trade. A resolution has already been passed calling upon the executive department of the Government for a report upon this subject, and when it is received it is probable that the Argentine Congress will instruct the President to give the formal notice of a desire to withdraw from existing treaty relations. This will make it possible for a broad reciprocity treaty to be negotiated between that Government and the United States, although the British and German manufacturers and merchants who are strongly intrenched at Buenos Ayres will offer vigorous resistance to any proposition that will afford their competitors in the United States special advantages in those markets.

The only basis of reciprocity on our side is wool and hides, and in order to secure a treaty with Argentina it will be absolutely necessary to restore the duties upon those articles. When the Democrats in 1894 commenced their revision of the tariff and proclaimed an intention to remove the duty on wool, Mr. Zeballos, the Argentine minister, under instructions from his Government, notified the United States that if this was done Argentina would make liberal concessions in favor of our products. The Committee on Ways and Means of the House, and the Finance Committee of the Senate rudely ignored him, and did not even take the trouble to inquire what his Government was willing to do. Therefore, when Mr. Buchanan, our minister, went to the authorities down there and said: "See; our Congress has put your wool on the free list. What are you going to do in return for our products?" "Nothing," said the Argentine minister of foreign relations. "Your Congress took the duty off wool for political reasons and not from any friendship to us."

Nevertheless, when the Argentine Congress revised its tariff for the following year, as it does annually, Mr. Buchanan, through his personal influence, succeeded in securing several important concessions. For example, the duty on wagons was reduced from 60 to 10 per cent; the duty on yellow pine from \$11.61 to \$4.18 per 1,000, and other important items.

The situation in Uruguay is similar to that in Argentina. The conditions involved are the same, and in order to make a treaty with that country it would be necessary for us to trade upon a duty on wool and hides.

The most important of all the reciprocity arrangements negotiated under the Harrison Administration, except, perhaps, that with Spain for Cuba and Puerto Rico, was with the German Empire. It was the consummation of twelve years of diplomatic negotiation in behalf of the breadstuffs and meat products of the United States, which, under its terms, were for the first time admitted into the German markets without question. The only compensation given Germany was the free admission of her beet-root sugar into the United States, and therefore the effect of the abrupt and informal repeal of the reciprocity arrangements by the Fifty-third Congress was more severely felt in our trade with Germany than with any other nation, for it was followed by



a war of retaliation that extends to every article of import from the United States, and even to our ships and insurance companies. It will be very difficult to renew the arrangement. Although the German Government is making every effort possible to extend the sale of its sugar in foreign lands, the agrarian movement has become so formidable that it would be difficult if not impossible to secure such concessions for the agricultural products of the United States as were given in 1894 without arousing an agrarian revolution. Thus, the summary repeal of the reciprocity arrangement with Germany was the more disastrous. Our Congress threw away commercial advantages that may not ever be recovered, and in the meantime the favors that were extended to us then have been accepted by Russia, Austria-Hungary, and other countries, which now furnish the German markets with the breadstuffs that were formerly imported from the United States.

The only way to reach Germany, and the same will apply to France, Belgium, and other countries of Europe, is to add to the tariff bill a section requiring inspection and certificates from the German Government concerning its food products exported to the United States similar to those it requires from this Government concerning our beef, pork, and other provisions. There is no doubt about the adulteration and impurity of German and French wines, beers, sausages, and other articles that are largely imported into the United States. European governments are constantly declaring that the cattle and hogs of the United States are diseased, and if they continue to demand microscopic inspection of American pork and veterinary inspection for beef, with certificates of authentication from our Government, why can not the United States, with equal propriety, require certificates from the proper authorities that all imports from those countries for human consumption have been inspected, analyzed, and found to be wholesome, unadulterated, and exactly what the labels they carry call for. We know that an immense amount of cotton-seed oil is shipped annually to France, Italy, and Spain in barrels and tins, and comes back to us in bottles labeled "olive oil." We know that our domestic wines and brandies are sent over there to be doctored and returned to us as French clarets, burgundies, and brandies. We know that there is very little pure wine shipped from either France or Germany, and that beer intended for export to the United States is subjected to peculiar treatment in order to catch our trade.

Artificial coloring matter and preservatives are introduced into sausages and other preserved meats that we get from Germany and France. Experiments conducted by the chemical division of the Agricultural Department at Washington have detected 22 different artificial substances in beverages manufactured in Germany. The Germans and French are adepts in this sort of business, and it is stated officially by the chemists of the Agricultural Department that most of these beverages are doctored in such a manner as to make them injurious to health. The records are on file in Washington and furnish sufficient ground for legislative prohibition.

The same facts and arguments apply with equal force to Italy and Austria, and the enactment of a law prohibiting the importation of any articles that do not bear a Government certificate of inspection and purity would very soon bring them to terms and modify their notions as to the injurious effects of our hams, lard, corned beef, and other preserved meats.

This might be the basis of a series of reciprocity treaties with the European Governments, for we have long known that the restrictions placed upon the importation of American food products by the German,



French, and other European Governments was to protect the profits of their producers rather than the health of their consumers.

As you are doubtless aware, the present liberal government of Canada is anxious to make a sweeping reciprocity treaty with the United States. Mr. Laurier, the prime minister, told me last summer that he would be willing to abolish all the custom-houses on the border and have absolute free trade between the Dominion and the United States. He also said in this connection that Canada would admit American fishermen on equal terms to the Canadian fisheries if Canadian fish could be admitted free to the American market. He would grant concessions to American capitalists to enlarge the Canadian canals. He would join the United States in regulations for the preservation of the seal fisheries, and, in short, he is willing to accept what he calls "commercial annexation." There will shortly be members of his Government in Washington for the purpose of conferring with the Committee on Ways and Means on this subject.

I will be glad to furnish the committee such additional information I may possess on this subject. I am in constant communication with the official and mercantile classes in the Southern Republics and try to keep myself posted concerning their actions and sentiments with particular reference to this subject.

WILLIAM E. CURTIS.

### THE FRENCH WANT AMERICAN SHOES.

ROCHESTER, N. Y., *January 11, 1897.*

DEAR SIR: There is beginning to be quite a demand for our shoes in France. As you know, American shoes beat the world in quality and price. Formerly there was a demand, in a small way, for French shoes in this country, and quite a few were imported, but the duties were very high. To-day that demand, so far as we can ascertain, has ceased, and there is no longer any demand here for French shoes, but because of our high duty the French people charge on every pair of ladies' boots exported to France from America a duty of 2½ francs, and on every ladies' low shoe or slipper a duty of 1½ francs, which is about twice the duty they demand on shoes exported from England.

Now, as the French people want our shoes and we do not want theirs, it seems to us that by some means of reciprocity we should be able to make an interchange of our commodities of that kind.

The writer has been taking a good deal of pains to investigate this subject, and can find no demand, in fact, no imported shoes of any account in our large cities like New York and Boston, and if some such arrangement as suggested above could be made, it would be of great benefit to our American manufacturers. You know the legislative committee of our Chamber of Commerce have already taken action in this matter on the above lines, and you already have their petition.

D. M. HOUGH & Co.

### AMERICAN BUTTER EXPORTS.

NEW YORK, *January 11, 1897.*

COMMITTEE ON WAYS AND MEANS:

The value of products from the 17,000,000 cows in the United States in 1895 in butter, cheese, and milk amounted to \$500,000,000, and for 1896 the estimated value is about \$600,000,000, or greater in value than our wheat or cotton crop.



We are exclusively exporters of butter, mostly to tropical countries, and with a view to enlarging the exports of American butter we now address you, hoping the reciprocity feature of the new tariff will be of great benefit to United States butter. Here are a few facts:

Denmark is one of the largest exporters of fine butter and has treaties with many countries under the favored nation clause, which admits Danish butter into some countries at a reduced rate of duty. For example, Danish butter pays only 40 pesetas duty in Spain, against 72 pesetas for United States butter, thus practically prohibiting the export of United States butter to Spain. Fine table butter—creamery butter—is shipped in enormous quantities from Denmark and France and even from Italy to Mexico, Central America, South America, West Indies, and the Asiatic and African countries.

We have tried repeatedly to introduce the finest United States butter into most of these markets, and regret to say we have met with but little success and have lost thousands of dollars in our efforts.

It seems these different markets have been supplied for years with Danish or French butter, and although the leading importers acknowledge our United States butter to be equal in quality, and often a trifle lower in cost, yet the consuming public is averse to even trying the United States butter, unless they can obtain the United States butter at a material reduction in price.

If United States butter were admitted into countries like Brazil, for example, at a reduced rate of duty, say of 25 to 50 per cent, we feel confident in two years the United States butter would almost entirely supplant the Danish and French butter.

As the exports of United States butter are now comparatively small and can be increased enormously, we hope your committee will not forget to provide for the butter exports of the United States.

KURZMAN BROS.

### STRAWBERRIES FOR CANADA.

JOFORD, N. C., *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

Noticing that some Canadians have been before your committee asking reciprocity arrangements by which their products may be exported here free of duty, I think an arrangement could be made by which both countries would be mutually benefited. Our truckers are seeking new markets for their early vegetables. A carload of strawberries was shipped from the eastern part of our State last spring to Montreal. The Canadian Government collected about 75 cents per crate specific duty, which was a serious drawback to the net sales. It behooves us to develop these Canadian markets, and if your committee contemplates making a reciprocity arrangement with said Government, do not overlook placing strawberries in the list.

E. MCN. CARR.

### A LITTLE RETALIATION RECOMMENDED.

MIDDLETOWN, IND., *January 11, 1897.*

DEAR SIR: We attach letter from Messrs. Nicola Koechlin & Co. These parties were formerly good customers of ours, but since the repeal of reciprocity and enactment by France of their present bounty tariff we have not sold them a pound. We urge you to give us a sound,



broad, and firm reciprocity clause in revision of the new bill and we can not help but think a little retaliation, as this attached letter suggests, would be an excellent thing.

J. C. DANIELS & Co.

THE HAGUE, HOLLAND, *December —, 1896.*

DEAR SIR: We beg to call your attention to the unfair way in which French millers, who get an export bounty from their Government, are competing against other countries on all the European markets, but more specially in the United Kingdom, Scandinavia, Denmark, and the Netherlands.

As very likely some changes will be made in your tariff ere long, we would suggest that United States millers should urge their Government to take retaliatory measures against France by raising the duty on French goods imported in the United States until France ceases to give an export premium.

The amount of French flour imported into the United Kingdom and in the Netherlands is about 50 per cent of the total quantity imported, and this is, of course, at the expense of American flour. Scandinavia and Denmark are almost entirely in the hands of French importers.

You should try and get the American millers to take the necessary steps to put an end to this state of affairs by which they will safeguard their own interests and oblige

Yours, truly,

NICOLA KOECHLIN & Co.

[Letters similar to the above were received from many other millers throughout the country.]

### RECIPROCITY BUILT UP BUSINESS.

NEW YORK, *December 24, 1896.*

COMMITTEE ON WAYS AND MEANS:

By all means give us reciprocity. I have been a Democrat all my lifetime, but was determined that for at least this year I would be a full-fledged Republican, as I saw the great advantages we derived when last we had reciprocity in building up a business and a market for our products. With the incoming Democratic Administration and the abolition of reciprocity our trade was likewise abolished, and England again reaped the full benefits. Give us reciprocity and a chance to compete with the markets of the world and I know it will be a stepping stone to prosperity, which we all are so anxiously looking forward to.

L. C. NAISAWALD.

### THE MILLERS WANT RECIPROCITY.

SHELBY, OHIO, *December 24, 1896.*

COMMITTEE ON WAYS AND MEANS:

I take the liberty of directing your attention to the need of greater foreign markets for the surplus products of American-made flour and other products of grain. Under the stimulating influence of the reciprocity law of 1890 the milling industry of the United States nearly doubled its capacity. The investment of capital in this business and the annual output is greater by many millions of dollars than any other industry in the land, while back of it lie the interests of a great share of our agricultural classes composing 48 per cent of our population. Under most favorable circumstances our country can not consume over three-fourths of its food products. The balance must be marketed abroad, or, remaining at home, cause loss and demoralization to all interested.



It has been my duty as executive officer of one of the leading millers' associations of this country, the Winter Wheat Millers' League, to give this subject careful study. It seems to me that the object of reciprocity legislation should be to find more markets for the constantly increasing volume of our food products in a manner that would not endanger a loss of revenue nor permit the admission here of commodities that would seriously compete with our own manufactures.

A reciprocity law should not be narrow in its scope. It should make it possible for designated authority of the United States to negotiate treaties with such countries as would be likely to be large consumers of our food and other surplus products. It does not follow that we should open our markets to such foreign nations as would not, or in the nature of things could not, offer us something in return. Why should we not make the free list of the United States available only to such nations as would treat with us for similar concessions in our behalf? We want coffee from Brazil, but why should we not make its admission here free of duty contingent upon the admission of American flour and certain other products into Brazilian ports.

We want many other products of South American and West Indian countries free or at low rates of duty (strictly in line with Republican policy in this respect), needed as food, or commodities used in certain stages of manufacturing, but why not make their favorable admission contingent upon concessions that will favor better markets for our surplus flour and other grain products?

So we need many of the products of France, Germany, Spain, and Italy, and many of such products are already upon our free lists or are likely to be reckoned at low rates of duty, but by making their favorable admission here contingent upon a lowering of duties now imposed and discriminations now exacted upon flour and food products, we would open the markets of the most populous and wealthy nations of the world for the absorption of the cumbersome surplus of our farmers and millers, that weighs so heavily on the milling and kindred industries.

Such a policy as above outlined could not impose additional burdens upon our laboring people. It would not add to the cost of our manufactured products, nor would it cause a loss of revenue. It would necessitate prompt measures for commercial treaties, but these once negotiated would result in the needed stimulation to agriculture and would bring prosperity to the milling and other industries dependent upon our farmers for their raw material.

The high degree to which the art of flour making has attained in the United States makes it possible for our millers to produce flour far superior in quality to that made by either French or German millers, and if placed on an equal footing, our flours would be largely marketed in both Germany and France. These two countries find the United States their best customer, covering a large line of their manufactured products, and there is scarcely a product of the United States that has obtained a foothold in either nation.

Why not make our tariff laws applying to their products strictly along the lines of reciprocity? If we are to have more consumers for our food products, we must seek for countries where consumption is greatest, and it is among the populous nations of Europe that we are likely to find our greatest outlet. This can not be accomplished without careful legislation and a thoughtful, broad consideration and application of the principles of reciprocity.

M. H. DAVIS,  
*President of the Winter Wheat Millers' League.*



Letters indorsing the above were received from the following: The Orville Milling Company, Orville, Ohio; the Akron Cereal Company, Akron, Ohio; the Goshen Milling Company, Goshen, Ind.; Lexington Roller Mills Company, Lexington, Ky.; the Maumee Valley Milling Company, Defiance, Ohio; Lebanon Star Roller Mills, Lebanon, Ohio; Miles & Son, Frankfort, Ky.; the Corkley Milling Company, Lexington, Ohio; Volunteer Mills, Tullahoma, Tenn.; W. Z. Kidder & Son, Terre Haute, Ind.; the Blish Milling Company, Seymour, Ind.; Ingleheart Bros., Evansville, Ind.; W. J. Hargrave & Co., Booneville, Ind.; Nepton Milling Company, Nepton, Ky.; the Hudnut Company, Terre Haute, Ind.; the Isaac Harter Company, Fostoria, Ohio; Blanton Milling Company, Indianapolis, Ind.; J. C. Dannels & Co., Middletown, Ind.; and many others.

## THE ADMINISTRATIVE CUSTOMS ACT.

### THE ROBERT CLARKE COMPANY, OF CINCINNATI, OHIO, MAKES A STATEMENT.

CINCINNATI, *December 18, 1896.*

DEAR SIR: Now that the tariff laws are before the Ways and Means Committee for revision, we would like to call your attention to an item in the administrative portion of the law which, though a small matter, seems to us unjust and oppressive.

Section 19 of the administrative law requires the invoice of goods to include "the value of all cartoons, cases, crates, boxes, sacks, and coverings of any kind."

Now, in our case the boxes containing books from England usually cost us 8 shillings each, or \$2, and we have to pay 25 per cent duty on them—50 cents—just as on the contents, making the boxes, which are usually worthless to us by the time they get here, cost us \$2.50 each. On the other hand, the same kind of packing boxes come in free from Germany or France, as books in foreign languages are free of duty.

Now, these packing cases are for transportation purposes only, and add nothing to the value of the goods contained, but on paying duty do add, and, we think, unnecessarily, to the cost of the goods.

Such an item must add very little to the revenue of the United States, but we think it is unjust to the individual importers, and we trust you will make an effort to have that portion of section 19 stricken from the law.

THE ROBERT CLARKE CO.

### WANT RECEIPTS GIVEN.

NEW YORK, *January 9, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

While revising the tariff we trust you will take the following matter into favorable consideration: Custom-house brokers here, especially those who attend to the entry and passing of goods for European customers, are frequently called upon to submit receipts for duties paid. Applications for such receipts have so far been refused us by the cashier of the New York custom-house under instructions from the collector, who claims that a permit for the goods is sufficient evidence that duty has been paid. Upon appeal to the Secretary of the Treasury we



were informed that if receipts were to be given for duty that may have been paid it would entail more labor upon the customs officers.

Every merchant, in fact every individual and every collector of customs throughout the rest of the civilized world, gives receipts for moneys received. Why, then, should this be refused by our collector of customs? We inclose a receipted bill in duplicate which was given by the collector of customs at Hamburg, Germany, for 5.85 reichsmarks (\$1.40) duty paid. You will notice to what trouble they have gone there for so small an amount. We inclose another receipt for duty paid at Hamburg on one cask of wine. The duty amounts to 24.90 reichsmarks. We would suggest that a receipt in this form be given by the collector of customs here; that the brokers issue the receipts, so that the cashier at the custom-house will have merely to sign or stamp them.

There are merchants who pay duty at one time amounting to from \$10,000 to \$20,000; there are custom-house brokers who must necessarily leave the payment of duty to their clerks, who have frequently been led into temptation and victimized their principals by embezzling part of the sums they have been intrusted with for payment of duty.

It is true that the goods are released upon payment of the correct duty, but the only check the merchant has that the correct duty has been paid is a receipt, which should be submitted to him signed by an official of the custom house.

We trust you will embody such a clause in the next tariff.

C. B. RICHARD & Co.

### ALCOHOL AND THE DRAWBACK.

WASHINGTON, D. C., *December 28, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

As the representative of Parke, Davis & Co., of Detroit, Mich., engaged in the manufacture of pharmaceutical products, I desire to express my hearty sympathy with the movement recently inaugurated to secure from the Government an allowance of drawback on alcohol entering into medicinal products exported. Under the law as now framed, providing for such drawback, it is an impossibility for a large firm like ours, listing thousands of different pharmaceutical products, to bond our laboratory by reason of the fact that in the same laboratory we would manufacture products intended for domestic use. To establish a new plant, in order to separate those preparations intended for domestic use and those intended for export, would involve the expenditure of an enormous sum of money which the benefits to be derived therefrom would not justify. We are, therefore, forced to go out of the United States for alcohol to be used in the manufacture of goods for export.

It has always seemed to me somewhat remarkable that our American distillers should be so discriminated against as they are at present.

I have the honor to suggest, therefore, that provision be made so that our manufacturers using alcohol in products which are to be exported may be privileged to use the domestic article, and be allowed a drawback upon such alcohol upon the furnishing of proper proof that it has been used in the manufacture of articles which have been exported. This will also overcome at once the possibility of confusion where imported alcohol has been used, and where products made up from domestic alcohol are standing upon the shelves, as the present law requires every drop of imported alcohol to be traced.



I can not but believe that the committee will promptly see the justice of such a provision as has been suggested, and with the earnest hope of their doing so, I have the honor to be,

CHAS. A. COTTERILL,  
*On behalf of Parke, Davis & Co.*

### A CAST-IRON RULE.

#### COMMITTEE ON WAYS AND MEANS:

In section 4 the order to appraise at the rate of resemblance is a cast-iron rule that takes away the utility of appraiser and the court. The present court is not an improvement on the merchant appraiser system, which should be restored. At present it only earns fees, etc., for lawyers.

HEZEKIAH KING,  
*Importer for fifty years.*

### SOUTHERN RESOURCES.

#### LETTER FROM HON. J. C. PRITCHARD, A SENATOR FROM THE STATE OF NORTH CAROLINA.

MARSHALL, N. C., *December 31, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

I regret exceedingly that I can not reach Washington in time to appear before your committee at the hearings given for the consideration of the different tariff schedules. As you are aware, we have an unlimited amount of undeveloped wealth in the South and our people are beginning to realize that our only hope for the future is to secure such a rate of protection as will insure the development of our resources.

In my judgment it was the repeal of the protective tariff act of 1890 which brought about the general derangement of our business affairs with which we have had to contend for quite awhile, and I feel sure that nothing will again restore prosperity but a return to that system under which we enjoyed such great prosperity in the past. In conclusion, permit me to beg your committee to give careful consideration to the resources of the South.

J. C. PRITCHARD.

### AMPLE PROTECTION NEEDED.

#### A WAGE-EARNER ASKS FOR PROTECTION IN BEHALF OF LABOR.

WILLIAMSTOWN, MASS., *December 28, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

While the hearings before your committee will be mainly in the interests of producers, we wage-earners are as much interested in producing the things that we consume as are those who put their capital and time into their production, so we respectfully ask you to consider what we say from the standpoint of wage-earners. Were it not for the teachings of socialistic and anarchistic labor leaders and political demagogues very few wage-earners would vote to have the things that we consume produced in foreign countries.



It seems as though we might all see that the money that we send out of the country for things that we can produce here is taken directly from us and paid to producers in other countries. Manufacturers and other producers may get along with low duties, but wage-earners can not; so we ask you to place your duties high enough to protect our labor against the labor of Japan, India, and China, as well as against the labor of England, Germany, France, and Switzerland.

We can not, your committee can not, at present, form any idea of the conditions of production in other countries, particularly in the low-priced labor countries like India, Japan, and China, from one year to another. A duty that will protect us against any contingency will not affect the cost of production here, except as home competition cheapens the cost.

There is no danger that capital will get too much remuneration under a really protective duty. Home competition will always prevent this.

In the most prosperous year that this country ever saw for producers, including wage earners, profits in all lines were close but generally constant, and labor was better paid and more steadily employed than ever before.

We respectfully ask you to frame the new tariff with the idea definitely fixed that anything that we import which we can produce is dear at any price, while anything that we can produce at home is cheap enough at what it costs. This applies to sugar and Japanese rugs, as well as to other things. Labor must be defended in the factory, on the farm, in the mine, and in the forest.

We also respectfully ask you not to leave any loopholes open in the new tariff through fear of trusts. Large aggregates of capital give us cheap production coupled with good wages. We are not worrying about trusts as long as we get a gallon of good oil put into our house for from 9 to 12 cents. We remember that when capital was scarce and labor cheap, we paid \$1.25 per gallon for poor, smoky oil, and \$5 for a complicated lamp to burn it in. We ask you not to let the benefits of really protective duties be lost through what is called reciprocity. Admit free anything that we may need which we can not produce.

Agricultural products are exported in competition with like products of the lowest priced labor in the world, and their exportation is not remunerative to American producers. There is a demand at present for reciprocal trade with British America. We do not know that any part of British America produces anything that we can not produce ourselves. The British Provinces contain a few millions of poor people who produce lumber, animals, men, and women for the American market. We are more than 70,000,000 of wealthy people. They ask us to "swap" the best market in the world for their insignificant one.

The McKinley law vastly increased the home market for agricultural products.

A really protective tariff, which will protect our labor in all lines of production, will tend to equalize manufactured and agricultural products in this country, and then we shall not be so anxious about a worthless foreign market for our agricultural products.

There are in this country at the present time a great many people, particularly among wage earners, who, from the false teaching and lying of political and labor demagogues, have come to believe that protective duties help employers, but that they do not help employees. Directly the opposite of this is nearer the truth, and we want to have it conclusively proved. If during the next ten years we can have an adequate defensive tariff that will really protect our labor and capital at all



points, we hope and trust that the principle of protection will be amply vindicated, and become the settled policy of our Government. On the other hand, if the new tariff is weak all along the line, or in spots, so that home labor will be unemployed while we import the things that we consume, the principle of protection will be assailed by its opponents and proclaimed a failure, our policy will be unsettled, our industries, agricultural as well as manufacturing, will suffer, and employment will be spasmodic and uncertain.

Since the opponents of protection have been in power they have found it impossible to frame a revenue bill to suit themselves. It will be useless for the friends of protection to try to please them. Let us be rid of this interminable war on our industries.

We wage earners have only one thing to sell and that is our labor. Foreign competition will inevitably level the price of this one commodity to the lowest paid labor in the world.

So we respectfully ask you to fight the battle on the lines of ample protection, whether it takes a longer or a shorter time.

GEORGE W. RUSSELL.

## SPECIFIC DUTIES BEST.

### STATEMENT SUBMITTED BY JAMES H. BUTLER, UNITED STATES APPRAISER AT BALTIMORE.

BALTIMORE, *November 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

I trust you will pardon an intrusion upon your time, but a long service, nineteen years, in the United States appraiser's office at Baltimore, Md., first as an examiner of merchandise and afterwards appointed by President Harrison as United States appraiser of the port, which office I now hold, leads me to offer to you whatever by experience I may have acquired as valuable in my study of the tariff laws during this period.

I have become convinced that whenever a specific duty can be applied to any imported article, that duty is the best, because with an ad valorem tax undervaluations are certain to occur, placing the Government at great expense to expose and correct the same.

All articles that can be weighed, measured, counted, or gauged should bear such a duty. Particularly is this true of sugar. The present rate is 40 per cent ad valorem for all of this commodity under No. 16 Dutch standard, above that color one-eighth of 1 cent per pound, with the addition of one-tenth of 1 cent per pound if from a country which pays an export bounty.

To find the true value of the sugar the polariscope has been called in, and although it is a well-known fact that no two experts agree when working this instrument, it has been accepted as the basis upon which to affix the true value. This gives rise to trouble between importers and the Government, and is of great expense to the Government, a corps of men being required to manipulate the sugar and make the requisite tests.

To return to the simple color test and a specific rate of duty would avoid this confusion, save the Government expense, and secure more duty. A specific tax of  $1\frac{1}{2}$  cents per pound upon all sugar below No. 16 Dutch standard, and the tax of  $1\frac{3}{4}$  cents per pound upon all sugar above No. 16 Dutch standard would accomplish this, and would afford



the American refineries the protection of one-fourth of 1 cent per pound, an amount which is sufficient.

It is only right to state that the sugar trust has been, and is now, very much opposed to the imposition of a specific duty on sugar, preferring an ad valorem one, for reasons best known to themselves. Certain it is that if the change be made, and the duty upon all sugar be put upon a specific basis the tax will be collected with much less expense to the Government and the revenue will be largely increased. Besides, the Board of United States General Appraisers will be relieved from hearing the appeals taken from the decisions made under the polariscopic tests, which now constitute fully one-half the business before that body.

I sincerely trust that for the best interests of the Government a specific tax will be substituted for the ad valorem one now imposed on sugar. With this change made, and a tax of 3 cents per pound on coffee, and 7 cents per pound on tea, and an increase of internal-revenue tax of \$1 per keg on beer the Treasury Department would have all the money needed to carry on the financial operations of the Government.

JAMES H. BUTLER,  
*United States Appraiser.*

#### AD VALOREM RATES INIMICAL TO AMERICAN MANUFACTURES.

FORT WAYNE, IND., *December 31, 1896.*

##### COMMITTEE ON WAYS AND MEANS:

On behalf of the Wayne Knitting Mills, full-fashioned hosiery mills, brought to this country under the protection of the McKinley bill at an outlay of \$100,000 by the good people of this city, I desire to write you asking that we may be favored in every way that is consistent with justice to American labor and American industries with such protection as your committee may feel that we should have in any proposed tariff legislation.

We suffered quite a little cut under the Wilson tariff, but our most serious complaint is against the ad valorem feature of the bill, which is especially inimical to American manufactures. Foreign manufacturers are shipping largely of their products to this country in an unfinished state, and invoicing their goods at valuations very much below the cost of production on the other side. We appeal to you especially for a specific duty, and sincerely hope that we may have the same in the new bill.

O. S. BASH.

#### DRIVEN OUT OF BUSINESS.

BOSTON, MASS., *January 4, 1897.*

##### COMMITTEE ON WAYS AND MEANS:

In the formation of a new tariff, allow us to add our protest against ad valorem duties. We contend that everything that can be measured ought to pay a specific (square yard) duty. We were in the importing business for some twenty years, chiefly in housekeeping linens and muslins, plain, checked, and fancy; and from the time the foreign manufacturers opened branch houses in New York City our business began to decline. They could invoice their merchandise at such prices that we found it was impossible for us to compete with them, and not only ourselves, but almost every native American importer in New York had to



go out of the business. With specific duties, and proper care that the cases contain the number of pieces, and the pieces truthfully contain the yards the invoices call for, there will be slight opportunity for the fraud which exists to-day, and which we think is of large proportions.

EWING BROS. & Co.

### RIGHT OF PREHENSION.

PHILADELPHIA, *January 11, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

In view of stopping undervaluation, leading to extensive frauds on the revenue, by which the dishonest importer gets the advantage of the honest man, it would be advisable to add to the new tariff law: "The Government custom officers have the right of prehension of all goods declared under value; these goods will be sold at public sale thirty days after their seizure. The importer shall receive the full amount of his consular invoice, plus 10 per cent."

EDW. E. JOLY.

### CONSIGNMENTS AND AD VALOREM DUTIES.

CHICAGO, *December 30, 1896.*

#### COMMITTEE ON WAYS AND MEANS:

In visiting the several cities throughout Germany one's attention is especially called to the magnificent estates of parties who were formerly in the importing business in New York City. Scores and scores of such instances are named where the owners were residents of New York but a few years, returning to the old country to enjoy their wealth the remainder of their lives. As a rule, ten or fifteen years at the most has been the limit of time required to accomplish this result. We know of an instance where the founder made his fortune and returned within ten or fifteen years, his son succeeding him for the same length of time and returning likewise, and now the grandson is pursuing the same policy, with the expectations of following the footsteps of his predecessors. This has been and is being done by foreigners, who have no earthly interest in this country other than to make money, regardless of the method, and return at the earliest possible date. All this is largely done at the expense of the native American importer, whose life, money, and influence is at the call of the Government. An investigation in this line would probably be one of the greatest surprises of your life. This system will continue as long as consignments and ad valorem duties are in vogue.

WILSON BROS.







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# APPENDIX.

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## IRON AND STEEL.

### VIEWS OF THE AMERICAN IRON AND STEEL ASSOCIATION RELATIVE TO A REVISION OF THE TARIFF.

(Presented by Mr. James W. Swank.)

OFFICE OF THE AMERICAN IRON  
AND STEEL ASSOCIATION,  
*Philadelphia, January 20, 1897.*

#### COMMITTEE ON WAYS AND MEANS:

The American Iron and Steel Association respectfully submits to your committee its views upon the question of a revision of the tariff. Its membership comprises all the leading iron and steel manufacturing firms and companies in the United States. Every State in the Union which manufactures iron and steel in any form is represented in its membership. Before proceeding to the consideration of the changes in tariff legislation which we believe to be required by the public welfare we invite attention to a summary of the country's tariff history down to the present time.

#### TARIFF LEGISLATION FROM WASHINGTON TO CLEVELAND.

In the early days of the Republic the principle of protection to home industry was fully recognized. Nearly all the great men who aided in securing our political independence were protectionists. Washington, Adams, Jefferson, Madison, Hamilton, Franklin, and others advocated the protective policy with more or less earnestness. The necessity of securing greatly needed protection for our manufacturing industries and thereby promoting "the general welfare" was one of the principal reasons for the adoption of the Constitution of 1787, which established "a more perfect Union" than had existed under the articles of Confederation.

The first petition presented to the First Congress in March, 1789, before Washington's inauguration, emanated from over seven hundred mechanics and other citizens of "the town of Baltimore," who prayed that Congress would render the country "independent in fact as well as in name" by imposing protective duties on foreign manufactures. Other petitions of like character were presented from citizens of Boston, New York, Philadelphia, Charleston, and other places. Within two days after the Presidential vote was counted Mr. Madison introduced in the House of Representatives a bill embodying the views of the petitioners. That bill became a law; it was our first protective tariff; and it was the first act of general legislation passed under the new Constitution of the United States. As stated in its preamble it was enacted "for the support of the Government, for the discharge of the debts of the United States, and the encouragement and protection of manufactures." It became a law, by the signature of Washington, on the 4th day of July, 1789.



The policy of protection which was embodied in the tariff act of 1789 was continued in subsequent legislation. On December 5, 1791, Alexander Hamilton, Secretary of the Treasury, presented to Congress a plea for protection to American industry which is yet regarded as the most statesmanlike paper that has ever emanated from the Treasury Department. Mr. Blaine says that "important and radical additions to the revenue system promptly followed Mr. Hamilton's recommendations. From that time onward, for a period of more than twenty years, additional tariff laws were passed by each succeeding Congress, modifying and generally increasing the rate of duties first imposed and adding many new articles to the dutiable list."

Although intended to be fully protective of our infant manufactures, the early tariff acts were in fact only slightly so. Duties generally did not range above 15 per cent. The disparity between our people and those of Europe in capital and skill and other resources was too great to be overcome by the low duties that were imposed. England supplied us with most of our manufactured goods, and to repress our rising industries she offered many of these goods at unremunerative prices. "An immense quantity of merchandise was introduced into the country. English goods were sold at lower rates in our maritime cities than at Liverpool or London." We were still the commercial colony of Great Britain.

In addition to throwing her cheap goods upon our markets, Great Britain continued the policy she had adopted before the Revolution of imposing severe restrictions upon the exportation of machines and tools used in manufactures and upon the emigration of her skilled workmen. Heavy penalties were enforced for "the enticing of artificers or workmen in the iron and steel manufactures out of the Kingdom and the exportation of any tools used in these branches to any place beyond the seas." Other industries were dealt with in like manner. The exportation of machinery for the manufacture of cotton, woolen, linen, and silk goods was prohibited by Great Britain in acts of Parliament that were not repealed until 1845. The statutes interfering with the emigration of artificers were not wholly repealed until 1825.

At the beginning of the last war with Great Britain, in 1812, all duties were doubled, with the twofold purpose of increasing the revenues and stimulating manufactures. This legislation remained unaltered until 1816, and while it was in force every existing industry in the country was quickened into new life and many new industries were created. There was, indeed, great need of an industrial awakening. "The war of 1812 found us without manufactures and without machinery. Our people were without the means of producing clothing for their armies or the material of war." But in 1816 duties were generally reduced, although the tariff of that year was intended to afford ample protection. It is a strange coincidence that it was in this very year that Lord Brougham declared that "it was well worth while to incur a loss upon the first exportation, in order, by the glut, to stifle in the cradle those rising manufactures in the United States which the war has forced into existence contrary to the natural course of things."

From 1816 to 1824 none of our manufacturing industries were sufficiently protected, and British manufacturers held almost complete possession of our markets. Again, we were the commercial colony of Great Britain. Inadequate duties favored her ambition, but she had other advantages in competing with our infant manufactures besides the encouragement extended to her by our timid tariff legislation. In May, 1868, *The League*, a newspaper published in New York, and the organ



at that time of American free traders, speaking of British manufactures from 1816 to 1824, said that among their advantages was "the great advantage of being already established, with machinery all built, trade all regulated, and in the midst of a superabundant supply of labor, which had no competing opening, and which could therefore be had for the asking, at the lowest wages on which people could live."

The period intervening between the close of the last war with Great Britain and the year 1824 is frequently referred to as "the era of good feeling" in our political history, but it was an era of discouragement and disaster in our industrial history. The unchecked importation of foreign goods was the main cause of the industrial depression and financial ruin which marked that gloomy period. In Bishop's History of American Manufactures we find a melancholy picture of the condition of the country in 1819 and the immediately subsequent years. This excellent authority says that "a general paralysis now fell upon all branches of industry. The distress became more general and severe than had ever been known, and but little alleviation was experienced for several years to come."

On the 11th of February, 1824, in the House of Representatives, the effect of the tariff of 1816 upon the manufactures of the country was stated as follows by Mr. Tod, of Pennsylvania: "The tariff of 1816 had been inadequate. Under it the newly erected manufactures of earthenware had been the first to disappear. They and their workmen were no more talked of than if they had never existed. In the same way went the most of our glass factories, our manufactures of white and black lead, our woolens, our hemp." "Domestic iron," he said, "had lingered a while longer, and still held a feeble existence, dwindling every year, and gradually sinking under foreign importations. All the devastations and losses of the war had been nothing compared with the devastations and losses of manufacturing capital under the tariff of 1816."

On the 28th of February, in the same year, James Buchanan, a Representative in Congress from Pennsylvania, thus alluded to the prostrated condition of the iron industry in those eastern districts of his State which were open to foreign competition: "Although that portion of Pennsylvania abounds with ore, with wood, and with water power, yet its manufactories generally have sunk into ruin and exist only as standing monuments of the false policy of the Government. The manufacturers and their laborers have both been thrown out of employment and the neighboring farmer is without a market." It was in this year that General Jackson wrote his celebrated letter to Dr. Coleman, advocating the continuance and enlargement of the protective policy.

In a memorable speech in the Senate in 1832 Henry Clay thus characterized the period between 1816 and 1824: "If I were to select any term of seven years since the adoption of the present Constitution which exhibited a scene of the most widespread dismay and desolation, it would be exactly that term of seven years which immediately preceded the establishment of the tariff of 1824."

The tariff of 1824 gave a new impetus to enterprise and greatly promoted the general prosperity. It was the first thoroughly protective tariff enacted by Congress in a time of peace. In 1828 the duties on iron and steel, carpets, blankets, other woolen goods, edged tools, hemp, flax, and many other articles were still further increased. The legislature of New York this year, by an almost unanimous vote, passed resolutions recommending iron to the protection of Congress.

The beneficial effects of the tariffs of 1824 and 1828 are stated in the



following extract from the speech of Mr. Clay, already quoted: "If the term of seven years were to be selected of the greatest prosperity which this people have enjoyed since the establishment of their present Constitution it would be exactly that period of seven years which immediately followed the passage of the tariff of 1824. This transformation of the condition of the country from gloom and distress to brightness and prosperity has been mainly the work of American legislation fostering American industry, instead of allowing it to be controlled by foreign legislation cherishing foreign industry."

The tariff act of 1832 made some changes in duties, but its general purpose was to reaffirm the policy of protection in the most positive terms. In discussing the bill in the House of Representatives Mr. Crawford and Mr. Stewart, of Pennsylvania, bore additional testimony to the good results which had followed the passage of the acts of 1824 and 1828. Mr. Crawford said: "Manufactories have sprung up throughout the country, not in one town, not in one district, but everywhere, and, like the dews and rains and sunshine from heaven, stimulating everything and furnishing food for everybody." Mr. Stewart said that the country "had risen to its present high and palmy state of prosperity" under the protective system—"a system which has vindicated its adoption by all its fruits." Mr. Davis, of Massachusetts, also said: "The act which laid the foundation of the great American policy infused the vital principle into the drooping, disheartened spirit of all laborers. It restored a discontented community to tranquillity, and caused peace and happiness to pervade this widespread country."

But, in 1833, influenced purely by political considerations growing out of Southern hostility to the protective policy, Congress exchanged this policy for one which provided for a gradual reduction of duties on manufactures, to continue until 1842, after which year they should be succeeded by a uniform duty of 20 per cent. The tariff of 1833 is known as the Henry Clay compromise tariff. Henry Clay once told a Pennsylvania iron manufacturer, who is still living, that the tariff of 1833 was "a mistake." It is a singular fact that the gradual abandonment of protective duties which was provided for in the tariff of 1833 did not very greatly differ in one particular from the provision in the act of Union of 1801 abolishing Irish independence, which decreed that all protective duties on Irish manufactures should finally cease at the end of certain specified years in the near future.

The disastrous consequences of the tariff of 1833 culminated in 1837 in one of the severest financial panics in our history, and the five years immediately following that event were indeed hard times for the American farmer and workingman. The reader of advanced years will remember that in those years the farmer sold his corn and apples and potatoes for 12½ cents a bushel, and that a cow and a calf in the spring of the year would bring only \$7 or \$8. Agricultural products were rarely exchanged for cash, but were taken to the stores and exchanged for English axes, hatchets, saws, calicoes, and other articles of foreign manufacture, for which exorbitant prices were charged. Domestic manufacturers had very generally put out their fires, and their foreign competitors again possessed the American market. Labor was nowhere in demand. It was a period of complete prostration and widespread disaster.

The tariff of 1842 again placed the policy of protection in the ascendant, and while it lasted business revived and the country prospered. In 1846 duties were again reduced by a tariff act framed by Robert J. Walker, President Polk's Secretary of the Treasury. Mr. Polk had



been elected to the Presidency in 1844 upon the deceptive plea that he "was as good a tariff man as Henry Clay." Pennsylvania was carried for him with the shibboleth, "Polk, Dallas, and Shunk, and the tariff of 1842." Notwithstanding the ameliorating effects produced by the Irish famine, the discovery of gold in California, and the Crimean war, the country did not prosper under the tariff of 1846. Agriculture flourished only while the Irish famine and the Crimean war lasted, and the gold of California was exported to pay for the products of European workshops. Our iron industry, which had been greatly stimulated under the tariff of 1842, met with disastrous reverses. The tariff of 1846 was a tariff for revenue only. The prevailing rate was 30 per cent ad valorem.

With a strange fatuity Congress adopted, in 1857, still further modifications of the tariff in the interest of foreign manufactures, and the panic of that year was one of the consequences. The legislation of 1857 is known as the James Guthrie tariff. The prevailing rate was 24 per cent ad valorem. The years 1857, 1858, 1859, and 1860 were four of the most discouraging years in our industrial history. The Treasury of the United States also suffered, and the Government was compelled in a time of peace to borrow money to meet its ordinary expenses.

So prostrated had the country become in consequence of the legislation of 1846 and 1857 that a return to the policy of generous protection was rendered absolutely necessary, and this was accomplished by the passage in 1861 of the Morrill tariff bill. This bill was not a war measure, as might be erroneously inferred from its date. It was reported to the House of Representatives on March 12, 1860, and passed that body on May 10. It passed the Senate on February 27, 1861, and was approved by President Buchanan on March 2. It took effect on April 1. The new tariff formed the first in an unbroken series of protective tariff acts extending over a long period and ending with the McKinley tariff of 1890. To the wisdom which inspired and maintained these enactments do we owe the wonderful prosperity of the country from 1861 to 1893—prosperity achieved despite the destruction occasioned by a great civil war, and despite the hardships attending the shrinkage of values and the checking of enterprise which followed the Jay Cooke panic of 1873.

For the first time in its history there was inserted in the platform of the Republican party, in 1860, a plank approving the protective policy, and this indorsement of that policy aided greatly in securing Mr. Lincoln's election to the Presidency in that year. It secured to him the electoral vote of Pennsylvania.

Soon after the second accession of Mr. Cleveland to the Presidency in 1893 there ensued a great panic, followed by a great depression in all industrial enterprises, caused chiefly by the general expectation that the tariff would again be revised in the interest of foreign manufacturers, both the legislative and executive branches of the Government having again passed into the hands of the advocates of a tariff for revenue only. This expected revision happened in 1894, when the Wilson tariff bill, which was modeled after the Robert J. Walker tariff of 1846, became a law. This tariff is still in force, and there has not been any general revival of the country's prosperity at any time since its enactment.

#### PROSPERITY WAITS UPON TARIFF LEGISLATION.

The depressed condition of the leading industries of the United States since the beginning of 1893 need not here be described in detail. The strain upon the financial resources of individuals and corporations and



upon the patience of the whole people has been very great. The depression was, however, more severely felt in 1896 than in 1895, and it may be added that the year 1897 opens with no other promise of improvement than that which results from the hope of early tariff legislation that will adequately protect the industries of the country and supply the Government with needed revenue. If this hope were now taken away the depression would undoubtedly continue, and might increase in severity. With this hope realized, there is absolutely no reason why the country should not at once enter upon an era of bounding prosperity.

Before passing to the consideration of the tariff legislation which, in our opinion, is needed to restore prosperity to the country, we ask attention to the fact that other countries of industrial and commercial importance have already recovered in a large degree from the depression which weighed so heavily upon them for several years after the Baring panic of 1890. The year 1896 was to most of these countries a year of prosperity. The London Economist for January 2, 1897, says that "the industrial revival which took place in the latter half of 1895 has been maintained in most directions during the past year." Concerning the British pig iron trade it says that a distinctly higher level of prices had been maintained during the last three months of 1896, and with regard to finished products of iron and steel it says that "throughout the year the demand for makers' iron of all kinds and for railroad material has continued very active, and in most districts the prices quoted for leading local specialties are better than have been obtained for some years past." The Birmingham Iron Trade Circular for January 2, 1897, shows that Cleveland pig iron advanced in 1896 from 36s. 9d. per ton to 40s. 6d., and that hematite pig iron advanced from 45s. per ton to 50s. The London Iron and Coal Trades Review for January 1, 1897, says that "the steel trade is brisk" and that "ship-building is very busy." In Germany the production of pig iron in 1896 was much larger than in any previous year of its history. Other continental countries have shown great industrial activity in 1896, with improving prices, while all Europe was practically free from financial disturbance in that year.

If countries which lack our natural resources and industrial advantages can so fully recover from financial and industrial depression why should not this country just as completely emerge from its long night of disaster if the supply of its own magnificent markets be secured to its own people?

#### THE TARIFF LEGISLATION THAT IS NEEDED.

The threat of tariff revision on lines hostile to the protective policy, and the realization of this threat in the enactment of the tariff act of August 28, 1894, having produced only disastrous consequences it would seem that, with these results still only too painfully manifest, and with the experience of more than a hundred years of previous tariff legislation as an additional guide, but one course is now open to those whose high honor it is to make the country's laws, namely, to restore in full the protective policy. But how shall this be done? Shall duties be placed as high as they were in the tariff of 1890, under which the country prospered as it never prospered before, or shall they be reduced below the rates in that tariff?

It may be frankly stated that the great improvements that have been made in the last few years in this country in mining and manufacturing methods, and the great cheapening of transportation that has



taken place, have permanently reduced the cost of many mineral and manufactured products so that in many industries the same measure of protection that was required as late as 1890 is no longer necessary. In other industries, particularly those which largely employ hand labor, the protective duties of 1890 are just as necessary to insure prosperity to these industries now as they were then. The relation of one industry to another is also to be borne in mind, as, for instance, the relation of the raw and crude materials to finish products in the iron and steel industries. To properly harmonize the different elements of production in many of the great industries of the country is a matter of great delicacy. The relation of one section of the country to other sections must also be considered.

While it is true, however, that a reduction which will surely be permanent has taken place in the cost of production in many industries of our own country, most of our industries having, indeed, passed their infantile stages of development, it is also true that when values are as low in this country as they are to-day—lower in many instances than they have ever been before—there is great danger that duties will be made too low to insure protection that will be continuous when prosperity returns and values rise. With restored prosperity the wages of labor will of course be increased and other elements of cost of production will be enhanced, so that a general rise in values will be inevitable. We ask that full weight be given to this consideration when the rates in the various schedules of the proposed new tariff are adjusted, so that when values again rise in this country they shall not operate as a stimulus to foreign competition in our own markets, with a serious reaction sure to follow. Tariff legislation should not be so shaped as to keep wages and prices down to their present low level, with their daily accompaniment of financial failures, or to precipitate them again to this level after better wages and prices have prevailed for a brief time. The country sorely needs a tariff that will give some hope of permanent prosperity and that will itself promise to be permanent.

There are three elements in the cost of production in our leading manufacturing industries which should never be overlooked. The wages of labor are higher than in other countries, the lines of railroad and water communication between the sources of supply of raw materials and the places at which they are converted into finished products are longer, and the interest on borrowed capital is greater.

But it is said that the country now greatly needs a tariff for revenue as well as a tariff for protection, and that duties which would be thoroughly protective would not afford much revenue. We readily grant that protection has so built up American industries that there is no longer the wide gap which formerly existed between the cost of production in many of these industries and the cost in other countries, so that duties which would once have been too low to be protective would now be prohibitory. This condition of extraordinary development is not, however, true of all our industries, our sugar industry, for instance, greatly needing to-day the most liberal protection, while high duties on sugar would supply a large revenue. Nor is it true that protective duties would operate against the collection of sufficient revenue. By adding to the general prosperity they would enable our people to buy the luxuries of other countries, which should always be subject to high duties, and they would also enable them to import many articles which are not produced at home, or, like sugar, are produced in limited quantities. Furthermore, the imposition of duties that will be thoroughly protective of industries that are in need of protection does not prevent



the imposition of duties for revenue only on many articles other than luxuries, which would be cheerfully paid by a prosperous people, nor do protective duties prevent the raising of a large amount of revenue from internal taxes.

We hold, therefore, that the most pressing reason for a general revision of the tariff to-day is the need of adequate protection to American industries, and next to this reason, and in complete harmony with it, is the need of increased revenue. While there may be ample revenue without ample protection, there can not be general prosperity, as the experience of the country fully proves.

We hope that so far as possible specific duties will be imposed in preference to ad valorem duties. The experience of Government officials in the administration of the present tariff law, which contains many ad valorem rates, confirms all previous experience concerning the ease with which the payment of ad valorem duties may be largely evaded by the use of false invoices. The Government is thus annually defrauded out of millions of revenue, and duties that nominally protect American producers utterly fail to accomplish this purpose. If the ad valorem rates of duty in the present tariff had been honestly paid the Treasury deficit would have been very much less than it has been.

#### TRUSTS, SYNDICATES, AND MONOPOLIES.

The argument is sometimes advanced that because trusts and other combinations of capital have been formed in this country in connection with industries which have been built up by protective duties the protective policy is therefore a menace to the public welfare and protection should be withdrawn from every industry which is identified with these combinations. But those who give expression to this argument may not be aware of the fact that combinations for the regulation of trade, especially in periods of depression, are not confined to this country and did not even originate with any American industry.

Trusts have long existed in free-trade England, even a coffin trust forming one of the features of English manufacturing enterprise not many years ago. A few years ago there was organized a steel-rail trust which embraced the steel-rail manufacturers of Great Britain and of several continental countries. On February 15, 1896, the London Ironmonger announced the organization of another steel-rail trust, its operations to be restricted to the steel-rail manufacturers of Great Britain, one of its features being that "there is to be no underselling." The London Iron and Coal Trades Review says that this trust was organized in October, 1895. The Ironmonger says that "it is worthy of note that at this juncture there are ten home steel works producing rails, as against seventeen or eighteen formerly combining, and it is believed that this smaller 'ring' will be more easily managed." In a subsequent issue the same authority stated that "all the principal British concerns are in the 'ring,' so that it will not be easy for the smaller mills to run against it with good results to themselves." Prices of English steel rails were remarkably uniform after October, 1895, and all through 1896, averaging above £4 10s. per ton. Early in 1895 the Sheffield Telegraph published the draft of a scheme proposing that two hundred iron firms of South Yorkshire, Lancashire, Derbyshire, Staffordshire, Worcester, and Shropshire should form an organization to be known as the Midland Iron Trade Association, which would regulate the prices of all classes of manufactured iron.

Early in 1896 it was announced that 23 makers of structural iron and steel in France had just completed a "pool," an agreement having



been reached by which each of the works represented was allotted a specified tonnage, and all sales were to be made by a new company, to be styled *Le Comptoir Général des Poutrelles*, with headquarters at Paris. Near the close of 1896 it was stated by a writer in a French newspaper that the "pool" had put up the price of beams and columns "from 12 francs to 17 francs 50 centimes per double hundred-weight if sold for France or the French colonies. As, however, the home and colonial consumption is not sufficient for all the production, the syndicate sells for foreign countries at 12 francs 50 centimes." Early in 1896 it was also announced that "the syndicate of sheet and plate makers in France has been renewed for another period of five years, and its operations are to be extended. So far it has controlled the sale of sheets and plates in France and the colonies, but henceforth it is to regulate prices for export. Its operation has given every satisfaction to the members of the syndicate."

Trusts and syndicates are a common incident of manufacturing industries in continental countries, and one of the functions of some of these trusts has been the regulation of the prices at which surplus stocks should be exported to foreign markets, which, under such conditions, have been well named "slaughter markets."

Nor are the trusts and syndicates which have been created in our own country confined to protected industries. Whether crude and refined petroleum are dutiable or free of duty appears to make no difference to the Standard Oil Trust, so called. Anthracite coal has been in the free list for more than a quarter of a century, but anthracite coal combinations, to restrict production and regulate prices, have existed so long that they are accepted as a matter of course. The sugar trust, so called, has been subject to widely varying rates of duty in the last few years, but none of these rates appear to have threatened its continuous existence.

Whether trusts and syndicates are injurious to the public welfare or not is a subject for discussion elsewhere. We allude to them here solely because they have been unjustly charged to the protective policy. The present tariff for revenue only has not discouraged the formation of trusts and syndicates, nor brought to an end any of those which had previously existed.

Nor are the great monopolies of this country the beneficiaries of our protective policy, except so far as they share in the general prosperity. The express companies, the telegraph companies, the sleeping-car companies, the railroad companies themselves, including the electric and street-car companies, the gas and electric-light companies in towns and cities, and every other aggregation of capital to which exclusive privileges are granted or secured by legislation are in their very nature monopolies; but none of these we have specifically mentioned are in any way protected by tariff duties. The only manufacturing monopoly in the supply of American markets that we have ever known to be properly chargeable to our tariff legislation was the Welsh tin-plate monopoly, now happily ended, which for decade after decade absolutely controlled the supply of tin plates to the people of our country; but that was a foreign monopoly and not a creation of our protective policy. It was the protective tariff of 1890 which brought it to an end.

#### DUTIES ON IRON AND STEEL.

We ask for the imposition of duties on iron and steel and the manufactures of iron and steel that will protect our iron and steel industries from foreign competition, especially when foreign prices are greatly



depressed, but no duties for the protection of these industries that might be named could make them prosperous unless all the other industries of the country were also adequately protected. Iron and steel can not be sold in large quantities or at remunerative prices to an impoverished people. We are, therefore, just as much interested in the imposition of protective duties on wool and woolen goods, cotton and silk fabrics, pottery and glassware, coal and lumber, agricultural products, and other fruits of American industry as in the duties on iron and steel. Upon the other hand, we express only a well-known truth when we add that our iron and steel industries are so vast in extent and so varied in character that other domestic industries can not be prosperous if they are not. The magnitude and importance of these industries are shown in the following summary of the statistics of iron and steel for the census year 1890:

The whole number of establishments engaged in the production of pig iron, the production of crude steel, the rolling of iron and steel, and the production of iron blooms and billets in the United States in the census year 1890 was 719; the capital invested was \$414,044,844; the number of employees was 175,506; the amount of wages paid was \$95,736,192, and the miscellaneous expenses amounted to \$18,214,948; the cost of materials used was \$327,272,845; and the value of all products was \$478,687,519. The capital invested and the wages paid in the above-mentioned iron and steel industries in the census year 1890 were greater than in any other manufacturing industry in this country, and the value of the products was also greater.

An enumeration in 1896 of the iron and steel works of the United States of the same character as those which are embraced in the above census statistics showed that in that year blast furnaces were located in 24 States, Bessemer-steel works in 14 States, open-hearth steel works in 16 States, crucible-steel works in 13 States, and rolling mills in 30 States. In the census year 1890 not one tin-plate works in the United States was enumerated, but in January, 1896, there were 69 tin-plate works, located in 12 States.

The census statistics given above do not include the operation of our iron-ore mines, which are an essential part of our iron and steel industries, and which in the calendar year 1889 employed \$109,766,199 of capital and 38,227 workmen and paid \$14,409,151 in wages. Nor do they include the capital invested and the wages paid in the production of coal and the manufacture of coke for use at our iron and steel works, or in the transportation of the raw materials and finished products of our iron and steel industries. Nor do they include any particulars of the foundries and machine shops of the country, the locomotive works, car-building and car-wheel works, and many other industries, large and small, which convert iron and steel in crude forms into finished products.

In tabulated statements which are appended to this letter the growth of our iron and steel industries during a long series of years will be found fully set forth; also the prices at which leading articles of iron and steel have been sold. It will be seen by reference to these statistics that our iron and steel industries made but slow progress until after 1861, in which year the protective policy was so firmly established as the true economic and fiscal policy of the country that it was not seriously disturbed for more than thirty years. During this long period our iron and steel industries were wonderfully developed and the prices of iron and steel were greatly reduced. This country is to-day the leading producer of iron and steel in the world, but this distinction it could never have attained if the protection accorded by the Morrill tariff



of 1861 and its various supplements down to 1894 had been withheld. The tables of prices show that prices have invariably declined under protective duties. For example, millions of tons of American-made steel rails have been sold at prices below the duty which was originally imposed to stimulate their production, and tin plates made in this country in quantities sufficient to supply the home demand are now sold nearly one dollar per box below the prices charged for foreign tin plates before the enactment of the tariff of 1890, which first brought our tin-plate industry into existence, while "the workingman's dinner bucket" and all other tin utensils are cheaper now than in 1890.

The statistical tables show that, notwithstanding the rapid development of our iron and steel industries and the low prices at which the products of these industries have been sold, this country has in most years since the passage of the Morrill tariff been a large importer of iron and steel. Duties on these products have therefore not been prohibitory. The tables also show that our exports of iron and steel have steadily increased in late years, which fact is largely due to the cheapening of these products under protection and to their exceptional cheapness during the present depression, but is partly due to the maintenance of artificial prices for steel rails in Great Britain and to the recent advance in the prices of pig iron in the same country. If the proposed Nicaragua canal were only built and if the Government would encourage the establishment of steamship lines to foreign ports our iron and steel exports would, under protection, still further increase.

Concerning recent exports of pig iron from this country to England the London Iron and Coal Trades Review for November 26, 1896, says: "A comparison of prices has led to the conviction that the competition of American pig iron on anything like a wholesale scale in the English markets is an utter impossibility, as the prices offered for delivery here are considered below what the American makers are at present getting for the same brands of iron on trucks at their own works." A circular letter issued by Bolling & Lowe, iron merchants, of London, in December, 1896, refers as follows to shipments in that year of American iron and steel to England: "We have seen the phenomenon of the United States' steel manufacturers appearing as sellers here and elsewhere. To a small extent we have also been purchasers of their raw materials. We believe the cause of this competition to have been the depression in their home market."

To prove that protection is still needed for our iron and steel industries, notwithstanding our increased iron and steel exports, it is perhaps sufficient that we call attention to the syndicate prices for steel rails which now prevail in Great Britain, and to the prices at which steel rails have heretofore been sold in British markets. The present British price is £4 12s. 6d., or \$22.50, per ton, and at no time during the past twelve months has it been allowed to fall below £4 7s. 6d. But these high prices can not be expected to continue. They are unusual. From May to August, 1886, English steel rails were regularly quoted from week to week at £3 7s. 6d., or \$16.42, per ton, and in May, June, July, and August, 1888, they were quoted at £3 12s. 6d., or \$17.63, per ton. In June, 1893, they were again quoted at £3 12s. 6d. per ton, and in September and October 1893, the quotation was £3 15s., or \$18.24, per ton. Similar statistics showing the very low prices at which pig iron was sold in Great Britain a few years ago might also be quoted. These low prices abroad may be expected in all periods of foreign trade depression, and it is against low foreign prices, and not against high prices, that our manufacturers need protection.



## THE DRAWBACK PROVISION.

We earnestly approve the demand of our tin-plate manufacturers for the abrogation of so much of the drawback provision of the tariff of 1894 as applies to tin plates. The original reason for this application of the drawback provision, which provision has been embodied in all our recent tariffs, has ceased to exist. When a tin-plate industry had no existence in this country the extension of the drawback privilege to the shippers abroad of petroleum, canned meats and vegetables, canned fruits, fish, oysters, etc., was justified, because tin plates of domestic manufacture could not be obtained, and the duty paid on imported tin plates which were afterwards exported in manufactured forms, if it had been retained in the Treasury, would have been a check upon our foreign trade. But this country is now not only able to supply tin plates in sufficient quantities to meet all domestic demands, both for home use and export, but it can do this at prices very much lower than those which prevailed when our exporters of canned goods were compelled to buy foreign tin plates. Fair play and the public welfare would seem, therefore, to demand that hereafter the exporters of canned goods should not be paid a bounty out of the United States Treasury to induce them to use foreign tin plates. If exporters of such goods should prefer to continue to use imported tin plates they should be required to pay the same duty as other importers of tin plates, with no benefit of drawback. The Treasury would gain in needed revenue. Furthermore, it has been represented that it is easy to commit frauds upon the revenue under the drawback provision, so far at least as it relates to tin plates, and in this representation lies an additional reason for the abrogation of this provision to the extent that we have suggested.

## CONCLUSION.

This country has just passed through one of the most exciting Presidential campaigns in its history. The successful candidate for the Presidency was nominated for that exalted position because he had been one of the most earnest advocates of the protective policy, and because his name had been associated with a tariff act which had brought prosperity to the whole country. The Republican masses demanded his nomination because they believed that through his election to the Presidency this policy would be fully restored. Large numbers of workmen and others who had previously had other political affiliations supported Major McKinley's candidacy because they also had become convinced that only through the restoration of the protective policy could the country again become prosperous. The men whose votes elected him now look to Congress to promptly pass a tariff bill that will fully recognize the significance of the verdict which has just been recorded. They will not be satisfied with any tariff measure that will fail to afford adequate protection to our home industries. We express our personal confidence that the just expectations of all those who voted for Major McKinley because of his splendid record as an advocate of our protective policy will be fully realized.

We are, sir, very respectfully, your obedient servants,

B. F. JONES, *President.*

JOSEPH WHARTON, *First Vice-President*

JAMES M. SWANK, *General Manager.*

ANDREW WHEELER, *Treasurer.*



## APPENDIX.

## TOTAL PRODUCTION OF PIG IRON IN THE UNITED STATES FROM 1810 TO 1896.

| Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. |
|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|
| 1810..... | 53,908      | 1861..... | 653,164     | 1873..... | 2,560,963   | 1885..... | 4,044,526   |
| 1820..... | 20,000      | 1862..... | 703,270     | 1874..... | 2,401,262   | 1886..... | 5,683,329   |
| 1830..... | 165,000     | 1863..... | 846,075     | 1875..... | 2,023,733   | 1887..... | 6,417,148   |
| 1840..... | 286,903     | 1864..... | 1,014,282   | 1876..... | 1,868,961   | 1888..... | 6,489,738   |
| 1850..... | 563,755     | 1865..... | 831,770     | 1877..... | 2,066,594   | 1889..... | 7,603,642   |
| 1854..... | 657,337     | 1866..... | 1,205,663   | 1878..... | 2,301,215   | 1890..... | 9,202,703   |
| 1855..... | 700,159     | 1867..... | 1,305,023   | 1879..... | 2,741,853   | 1891..... | 8,279,870   |
| 1856..... | 788,515     | 1868..... | 1,431,250   | 1880..... | 3,835,191   | 1892..... | 9,157,000   |
| 1857..... | 712,640     | 1869..... | 1,711,287   | 1881..... | 4,144,254   | 1893..... | 7,124,502   |
| 1858..... | 629,548     | 1870..... | 1,665,179   | 1882..... | 4,623,323   | 1894..... | 6,657,388   |
| 1859..... | 750,560     | 1871..... | 1,706,793   | 1883..... | 4,595,510   | 1895..... | 9,446,308   |
| 1860..... | 821,223     | 1872..... | 2,548,713   | 1884..... | 4,097,868   | 1896..... | 8,623,127   |

## PRODUCTION OF BESSEMER PIG IRON IN THE UNITED STATES FROM 1887 TO 1895.

The production of Bessemer pig iron was not collected separately from that of other kinds of pig iron until 1887. Since that year it has been as follows:

| Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. |
|-----------|-------------|-----------|-------------|-----------|-------------|
| 1887..... | 2,875,462   | 1890..... | 4,092,343   | 1893..... | 3,568,598   |
| 1888..... | 2,637,859   | 1891..... | 3,472,190   | 1894..... | 3,808,567   |
| 1889..... | 3,151,414   | 1892..... | 4,444,041   | 1895..... | 5,623,695   |

## PRODUCTION OF SPIEGELEISEN AND FERRO-MANGANESE IN THE UNITED STATES FROM 1872 TO 1895.

The production of spiegeleisen and ferro-manganese is included in that of pig iron already given. It has been as follows since 1872:

| Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. |
|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|
| 1872..... | 4,072       | 1878..... | 9,530       | 1884..... | 30,262      | 1890..... | 133,180     |
| 1873..... | 3,930       | 1879..... | 12,438      | 1885..... | 30,956      | 1891..... | 127,766     |
| 1874..... | 4,070       | 1880..... | 17,503      | 1886..... | 42,841      | 1892..... | 179,131     |
| 1875..... | 6,993       | 1881..... | 18,827      | 1887..... | 42,498      | 1893..... | 81,118      |
| 1876..... | 5,907       | 1882..... | 19,610      | 1888..... | 48,901      | 1894..... | 120,180     |
| 1877..... | 7,897       | 1883..... | 21,941      | 1889..... | 76,628      | 1895..... | 171,724     |

## IMPORTS OF PIG IRON INTO THE UNITED STATES.

The following table gives the imports of pig iron into the United States in the calendar years from 1871 to 1895. The imports of spiegeleisen, ferro-manganese, and ferro-silicon are included in the table.

| Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. |
|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|
| 1871..... | 219,228     | 1878..... | 66,504      | 1885..... | 146,740     | 1892..... | 70,125      |
| 1872..... | 264,256     | 1879..... | 304,171     | 1886..... | 361,768     | 1893..... | 54,394      |
| 1873..... | 138,132     | 1880..... | 700,864     | 1887..... | 467,522     | 1894..... | 15,582      |
| 1874..... | 54,612      | 1881..... | 465,031     | 1888..... | 197,237     | 1895..... | 53,232      |
| 1875..... | 74,939      | 1882..... | 540,159     | 1889..... | 148,759     |           |             |
| 1876..... | 74,171      | 1883..... | 322,648     | 1890..... | 134,955     |           |             |
| 1877..... | 59,697      | 1884..... | 184,269     | 1891..... | 67,179      |           |             |



## SPIEGELEISEN, FERRO-MANGANESE, AND FERRO-SILICON IMPORTED.

From 1883 to 1886, inclusive, the figures given are for fiscal years ending on June 30; from 1887 to 1895 they are for calendar years ending on December 31. Ferro-silicon was not enumerated until 1891. All the articles named in the table are included in the importations of pig iron already given.

[Gross tons.]

| Year.     | Spiegel-eisen and ferro. | Ferro-silicon. | Total.  | Year.     | Spiegel-eisen and ferro. | Ferro-silicon. | Total.  |
|-----------|--------------------------|----------------|---------|-----------|--------------------------|----------------|---------|
| 1883..... | 67,880                   | .....          | 67,880  | 1890..... | 101,167                  | .....          | 101,167 |
| 1884..... | 94,210                   | .....          | 94,210  | 1891..... | 41,449                   | .....          | 41,449  |
| 1885..... | 65,406                   | .....          | 65,406  | 1892..... | 47,310                   | 158            | 47,468  |
| 1886..... | 99,425                   | .....          | 99,425  | 1893..... | 37,199                   | 154            | 37,353  |
| 1887..... | 157,279                  | .....          | 157,279 | 1894..... | 9,722                    | 228½           | 9,950½  |
| 1888..... | 71,605                   | .....          | 71,605  | 1895..... | 39,582                   | 1,544          | 41,126  |
| 1889..... | 99,482                   | .....          | 99,482  |           |                          |                |         |

## CONSUMPTION OF PIG IRON IN THE UNITED STATES.

The consumption of pig iron in the United States since 1871, including all importations, and with an allowance in some earlier years for foreign stocks and in most years for domestic exports, and counting all unsold stocks in the whole period mentioned, has been as follows, in gross tons:

| Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. |
|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|
| 1871..... | 1,925,000   | 1878..... | 2,500,000   | 1885..... | 4,348,844   | 1892..... | 9,303,315   |
| 1872..... | 2,810,000   | 1879..... | 3,432,534   | 1886..... | 6,191,354   | 1893..... | 6,982,607   |
| 1873..... | 2,690,000   | 1880..... | 3,990,415   | 1887..... | 6,808,386   | 1894..... | 6,694,478   |
| 1874..... | 2,500,000   | 1881..... | 4,982,565   | 1888..... | 6,674,380   | 1895..... | 9,628,572   |
| 1875..... | 2,000,000   | 1882..... | 4,963,278   | 1889..... | 7,755,093   |           |             |
| 1876..... | 1,900,000   | 1883..... | 4,834,740   | 1890..... | 8,943,338   |           |             |
| 1877..... | 2,150,000   | 1884..... | 4,229,280   | 1891..... | 8,366,728   |           |             |

## THE WORLD'S GREAT PIG-IRON PRODUCERS.

For the United States and Great Britain gross tons of 2,240 pounds are used below, and for Germany and Luxemburg metric tons of 2,204 pounds.

| Year.     | United States. | Great Britain. | Germany and Luxem-burg. | Year.     | United States. | Great Britain. | Germany and Luxem-burg. |
|-----------|----------------|----------------|-------------------------|-----------|----------------|----------------|-------------------------|
| 1869..... | 1,711,287      | 5,445,757      | 1,409,429               | 1883..... | 4,595,510      | 8,529,300      | 3,469,719               |
| 1870..... | 1,665,179      | 5,963,515      | 1,391,124               | 1884..... | 4,097,868      | 7,811,727      | 3,600,612               |
| 1871..... | 1,706,793      | 6,627,179      | 1,563,682               | 1885..... | 4,044,526      | 7,415,469      | 3,687,434               |
| 1872..... | 2,548,713      | 6,741,929      | 1,988,394               | 1886..... | 5,683,329      | 7,009,754      | 3,528,657               |
| 1873..... | 2,560,963      | 6,566,451      | 2,240,574               | 1887..... | 6,417,148      | 7,559,518      | 4,023,953               |
| 1874..... | 2,401,262      | 5,991,408      | 1,906,262               | 1888..... | 6,489,738      | 7,998,969      | 4,337,121               |
| 1875..... | 2,023,733      | 6,365,462      | 2,029,389               | 1889..... | 7,603,642      | 8,322,824      | 4,524,558               |
| 1876..... | 1,868,961      | 6,555,997      | 1,846,345               | 1890..... | 9,202,703      | 7,904,214      | 4,658,450               |
| 1877..... | 2,066,594      | 6,608,664      | 1,932,725               | 1891..... | 8,279,870      | 7,406,064      | 4,641,217               |
| 1878..... | 2,301,215      | 6,381,051      | 2,147,641               | 1892..... | 9,157,000      | 6,709,255      | 4,937,461               |
| 1879..... | 2,741,853      | 5,995,337      | 2,226,587               | 1893..... | 7,124,502      | 6,976,990      | 4,986,003               |
| 1880..... | 3,835,191      | 7,749,233      | 2,729,038               | 1894..... | 6,657,388      | 7,427,342      | 5,380,038               |
| 1881..... | 4,144,254      | 8,144,449      | 2,914,009               | 1895..... | 9,446,308      | 7,703,459      | 5,464,501               |
| 1882..... | 4,623,323      | 8,586,680      | 3,380,805               |           |                |                |                         |

## THE WORLD'S PRODUCTION OF PIG IRON FROM 1800 TO 1895.

| Year.     | Tons.      | Year.     | Tons.      | Year.     | Tons.      | Year.     | Tons.      |
|-----------|------------|-----------|------------|-----------|------------|-----------|------------|
| 1800..... | 825,000    | 1870..... | 11,900,000 | 1879..... | 13,950,000 | 1888..... | 23,575,000 |
| 1830..... | 1,825,000  | 1871..... | 12,500,000 | 1880..... | 17,950,000 | 1889..... | 25,345,000 |
| 1850..... | 4,750,000  | 1872..... | 13,925,000 | 1881..... | 19,400,000 | 1890..... | 27,157,000 |
| 1856..... | 7,000,000  | 1873..... | 14,675,000 | 1882..... | 20,750,000 | 1891..... | 25,718,000 |
| 1865..... | 9,250,000  | 1874..... | 13,500,000 | 1883..... | 21,000,000 | 1892..... | 26,474,000 |
| 1866..... | 9,300,000  | 1875..... | 13,675,000 | 1884..... | 19,475,000 | 1893..... | 24,311,000 |
| 1867..... | 9,850,000  | 1876..... | 13,475,000 | 1885..... | 19,100,000 | 1894..... | 25,580,000 |
| 1868..... | 10,400,000 | 1877..... | 13,675,000 | 1886..... | 20,386,000 | 1895..... | 28,867,000 |
| 1869..... | 11,575,000 | 1878..... | 14,118,000 | 1887..... | 22,171,000 |           |            |



PRODUCTION OF ALL KINDS OF CRUDE STEEL IN THE UNITED STATES FROM  
1867 TO 1895.

Steel was manufactured in a small way in several of the American colonies either "in the German manner" or by the cementation process. The first steel produced in this country was probably made in Connecticut in 1728 by Samuel Higley and Joseph Dewey. Crucible steel was first successfully produced in the United States in 1832 at the works of William and John H. Garrard at Cincinnati, Ohio. Bessemer steel was first made in this country in September, 1864, by William F. Durfee at an experimental plant at Wyandotte, Mich., and four years later, in 1868, open-hearth steel was first produced in the United States at Trenton, N. J., by the New Jersey Steel and Iron Company.

The production of steel in the United States in the census year 1810 is returned at 917 gross tons. We have no further steel statistics until the census year 1860, when 11,838 gross tons are reported to have been made. No additional steel statistics are of record until 1863, when the total production is estimated to have fallen to 8,075 tons. In 1864 the production is estimated to have been 9,258 tons; in 1865, 13,627 tons; and in 1866, 16,940 tons. From 1867 until 1895 the production of all kinds of steel is shown in the following table in gross tons:

| Year.      | Bessemer<br>ingots. | Open-<br>hearth in-<br>gots. | Crucible<br>ingots. | All other<br>steel. | Total.    |
|------------|---------------------|------------------------------|---------------------|---------------------|-----------|
| 1867 ..... | 2,679               | -----                        | 16,964              |                     | 19,643    |
| 1868 ..... | 7,589               | -----                        | 19,197              |                     | 26,786    |
| 1869 ..... | 10,714              | 893                          | 19,643              |                     | 31,250    |
| 1870 ..... | 37,500              | 1,339                        | 29,911              |                     | 68,750    |
| 1871 ..... | 40,179              | 1,785                        | 31,250              |                     | 73,214    |
| 1872 ..... | 107,239             | 2,679                        | 26,125              | 6,911               | 142,954   |
| 1873 ..... | 152,368             | 3,125                        | 31,059              | 12,244              | 198,796   |
| 1874 ..... | 171,369             | 6,250                        | 32,436              | 5,672               | 215,727   |
| 1875 ..... | 335,283             | 8,080                        | 35,180              | 11,256              | 389,799   |
| 1876 ..... | 469,639             | 19,187                       | 35,163              | 9,202               | 533,191   |
| 1877 ..... | 500,524             | 22,349                       | 36,098              | 10,647              | 569,618   |
| 1878 ..... | 653,773             | 32,255                       | 38,309              | 7,640               | 731,977   |
| 1879 ..... | 829,439             | 50,259                       | 50,696              | 4,879               | 935,273   |
| 1880 ..... | 1,074,262           | 100,851                      | 64,664              | 7,558               | 1,247,335 |
| 1881 ..... | 1,374,247           | 131,202                      | 80,145              | 2,720               | 1,588,314 |
| 1882 ..... | 1,514,687           | 143,341                      | 75,973              | 2,691               | 1,736,692 |
| 1883 ..... | 1,477,345           | 119,356                      | 71,835              | 4,999               | 1,673,535 |
| 1884 ..... | 1,375,531           | 117,515                      | 53,270              | 4,563               | 1,550,879 |
| 1885 ..... | 1,519,430           | 133,376                      | 57,599              | 1,515               | 1,711,920 |
| 1886 ..... | 2,269,190           | 218,973                      | 71,973              | 2,367               | 2,562,503 |
| 1887 ..... | 2,936,033           | 322,069                      | 75,375              | 5,594               | 3,339,071 |
| 1888 ..... | 2,511,161           | 314,318                      | 70,279              | 3,682               | 2,899,440 |
| 1889 ..... | 2,930,204           | 374,543                      | 75,865              | 5,120               | 3,385,732 |
| 1890 ..... | 3,688,871           | 513,232                      | 71,175              | 3,793               | 4,277,071 |
| 1891 ..... | 3,247,417           | 579,753                      | 72,586              | 4,484               | 3,904,240 |
| 1892 ..... | 4,168,435           | 669,889                      | 84,709              | 4,548               | 4,927,581 |
| 1893 ..... | 3,215,686           | 737,890                      | 63,613              | 2,806               | 4,019,995 |
| 1894 ..... | 3,571,313           | 784,936                      | 51,702              | 4,081               | 4,412,032 |
| 1895 ..... | 4,909,128           | 1,137,182                    | 67,666              | 858                 | 6,114,834 |

COMPARATIVE PRODUCTION OF BESSEMER STEEL INGOTS AND RAILS IN THE UNITED  
STATES AND GREAT BRITAIN.

The production of Bessemer steel ingots (including Clapp-Griffiths steel) and of Bessemer steel rails in the United States from 1867 to 1895, and in Great Britain during a large part of the same period, was as follows, in gross tons:

| Year.      | United States. |           | Great Britain. |           | Year.      | United States. |           | Great Britain. |           |
|------------|----------------|-----------|----------------|-----------|------------|----------------|-----------|----------------|-----------|
|            | Ingots.        | Rails.    | Ingots.        | Rails.    |            | Ingots.        | Rails.    | Ingots.        | Rails.    |
| 1867 ..... | 2,679          | 2,277     | -----          | -----     | 1882 ..... | 1,514,687      | 1,284,067 | 1,673,649      | 1,235,785 |
| 1868 ..... | 7,589          | 6,451     | 110,000        | -----     | 1883 ..... | 1,477,345      | 1,148,709 | 1,553,380      | 1,097,174 |
| 1869 ..... | 10,714         | 8,616     | 160,000        | -----     | 1884 ..... | 1,375,531      | 996,983   | 1,299,676      | 784,968   |
| 1870 ..... | 37,500         | 30,357    | 215,000        | -----     | 1885 ..... | 1,519,430      | 959,471   | 1,304,127      | 706,583   |
| 1871 ..... | 40,179         | 34,152    | 329,000        | -----     | 1886 ..... | 2,269,190      | 1,574,703 | 1,570,520      | 730,343   |
| 1872 ..... | 107,239        | 83,991    | 410,000        | -----     | 1887 ..... | 2,936,033      | 2,101,904 | 2,089,403      | 1,021,847 |
| 1873 ..... | 152,368        | 115,192   | 496,000        | -----     | 1888 ..... | 2,511,161      | 1,386,277 | 2,032,794      | 979,083   |
| 1874 ..... | 171,369        | 129,414   | 540,000        | -----     | 1889 ..... | 2,930,204      | 1,510,057 | 2,140,791      | 943,048   |
| 1875 ..... | 335,283        | 259,699   | 620,000        | -----     | 1890 ..... | 3,688,871      | 1,867,837 | 2,014,843      | 1,019,606 |
| 1876 ..... | 469,639        | 368,269   | 700,000        | 400,000   | 1891 ..... | 3,247,417      | 1,293,053 | 1,642,005      | 662,676   |
| 1877 ..... | 500,524        | 385,865   | 750,000        | 508,400   | 1892 ..... | 4,168,435      | 1,537,588 | 1,500,810      | 535,836   |
| 1878 ..... | 653,773        | 491,427   | 807,527        | 622,390   | 1893 ..... | 3,215,686      | 1,129,400 | 1,493,454      | 579,386   |
| 1879 ..... | 829,439        | 610,682   | 834,511        | 520,231   | 1894 ..... | 3,571,313      | 1,016,013 | 1,535,384      | 598,530   |
| 1880 ..... | 1,074,262      | 852,196   | 1,044,382      | 732,910   | 1895 ..... | 4,909,128      | 1,299,628 | 1,535,225      | 604,338   |
| 1881 ..... | 1,374,247      | 1,187,770 | 1,441,719      | 1,023,740 |            |                |           |                |           |



## THE WORLD'S PRODUCTION OF STEEL FROM 1877 TO 1895.

The following table, which has been compiled from the most reliable information obtainable, gives the world's production of steel from 1877 to 1895:

| Year.      | Tons.     | Year.      | Tons.      | Year.      | Tons.      |
|------------|-----------|------------|------------|------------|------------|
| 1877 ..... | 2,400,000 | 1884 ..... | 5,743,000  | 1890 ..... | 12,231,000 |
| 1878 ..... | 3,021,000 | 1885 ..... | 6,148,000  | 1891 ..... | 11,718,000 |
| 1880 ..... | 4,274,000 | 1886 ..... | 7,504,000  | 1892 ..... | 12,788,000 |
| 1881 ..... | 5,387,000 | 1887 ..... | 9,688,000  | 1893 ..... | 12,509,000 |
| 1882 ..... | 6,095,000 | 1888 ..... | 9,783,000  | 1894 ..... | 13,823,000 |
| 1883 ..... | 6,088,000 | 1889 ..... | 10,948,000 | 1895 ..... | 16,221,000 |

## COMPARATIVE PRODUCTION OF OPEN-HEARTH STEEL INGOTS IN THE UNITED STATES AND GREAT BRITAIN.

The following table gives, in gross tons, the production of open-hearth ingots in the United States from 1869 to 1895 and in Great Britain from 1873 to 1895:

| Year.     | United States. | Great Britain. | Year.     | United States. | Great Britain. | Year.     | United States. | Great Britain. |
|-----------|----------------|----------------|-----------|----------------|----------------|-----------|----------------|----------------|
|           | <i>Ingots.</i> | <i>Ingots.</i> |           | <i>Ingots.</i> | <i>Ingots.</i> |           | <i>Ingots.</i> | <i>Ingots.</i> |
| 1869..... | 893            | .....          | 1878..... | 32,255         | 175,500        | 1887..... | 322,069        | 981,104        |
| 1870..... | 1,339          | .....          | 1879..... | 50,259         | 175,000        | 1888..... | 314,318        | 1,292,742      |
| 1871..... | 1,785          | .....          | 1880..... | 100,851        | 251,000        | 1889..... | 374,543        | 1,429,169      |
| 1872..... | 2,679          | .....          | 1881..... | 131,202        | 338,000        | 1890..... | 513,232        | 1,564,200      |
| 1873..... | 3,125          | 77,500         | 1882..... | 143,341        | 436,000        | 1891..... | 579,753        | 1,514,538      |
| 1874..... | 6,250          | 90,500         | 1883..... | 119,356        | 455,500        | 1892..... | 669,889        | 1,418,830      |
| 1875..... | 8,080          | 88,000         | 1884..... | 117,515        | 475,250        | 1893..... | 737,890        | 1,456,309      |
| 1876..... | 19,187         | 128,000        | 1885..... | 133,376        | 583,918        | 1894..... | 784,936        | 1,575,318      |
| 1877..... | 22,349         | 137,000        | 1886..... | 218,973        | 694,150        | 1895..... | 1,137,182      | 1,724,737      |

## TOTAL PRODUCTION OF CRUDE STEEL IN THE UNITED STATES AND GREAT BRITAIN.

The following table gives, in gross tons, the production of all kinds of crude steel in the United States from 1867 to 1895, and in Great Britain from 1873 to 1895. Until the last few years a very active rivalry in the total production of steel existed between the United States and Great Britain. In 1886 and 1887 the total production in the United States for the first time exceeded that of Great Britain, but in 1888 and 1889 the United States fell to the second place. In 1890 it again took the first place, and is now far in the lead.

| Year.     | United States. | Great Britain. | Year.     | United States. | Great Britain. | Year.     | United States. | Great Britain. |
|-----------|----------------|----------------|-----------|----------------|----------------|-----------|----------------|----------------|
| 1867..... | 19,643         | .....          | 1877..... | 569,618        | 967,000        | 1887..... | 3,339,071      | 3,150,507      |
| 1868..... | 26,786         | .....          | 1878..... | 731,977        | 1,063,027      | 1888..... | 2,899,440      | 3,405,536      |
| 1869..... | 31,250         | .....          | 1879..... | 935,273        | 1,089,511      | 1889..... | 3,385,732      | 3,669,960      |
| 1870..... | 68,750         | .....          | 1880..... | 1,247,335      | 1,375,382      | 1890..... | 4,277,071      | 3,679,043      |
| 1871..... | 73,214         | .....          | 1881..... | 1,588,314      | 1,859,719      | 1891..... | 3,904,240      | 3,256,543      |
| 1872..... | 142,954        | .....          | 1882..... | 1,736,692      | 2,189,649      | 1892..... | 4,927,581      | 3,019,640      |
| 1873..... | 198,796        | 653,500        | 1883..... | 1,673,535      | 2,088,880      | 1893..... | 4,019,995      | 3,049,763      |
| 1874..... | 215,727        | 710,500        | 1884..... | 1,550,879      | 1,854,926      | 1894..... | 4,412,032      | 3,210,702      |
| 1875..... | 389,799        | 788,000        | 1885..... | 1,711,920      | 1,968,045      | 1895..... | 6,114,834      | 3,359,962      |
| 1876..... | 533,191        | 908,000        | 1886..... | 2,502,503      | 2,344,670      |           |                |                |

## PRODUCTION OF BESSEMER STEEL RAILS IN THE UNITED STATES, BY STATES, FROM 1874 TO 1895.

The manufacture of Bessemer steel rails in the United States as a commercial product dates from 1867, although they had been made experimentally in the two preceding years. The first Bessemer steel rails ever made in this country were rolled at the Chicago Rolling Mills, Chicago, Ill., on May 24, 1865, from ingots made at the experimental steel works at Wyandotte, Mich. Some of the rails were still in use



in 1875. The following table gives the production of Bessemer steel rails, in gross tons, by States in the United States from 1874 to 1895:

| Year.     | Pennsyl-<br>vania. | Illinois. | Other States. | Total.    |
|-----------|--------------------|-----------|---------------|-----------|
| 1874..... | 59,734             | 43,107    | 26,573        | 129,414   |
| 1875..... | 100,753            | 99,276    | 59,670        | 259,699   |
| 1876..... | 181,920            | 119,387   | 66,962        | 368,269   |
| 1877..... | 223,688            | 79,928    | 82,249        | 385,865   |
| 1878..... | 275,083            | 128,380   | 87,964        | 491,427   |
| 1879..... | 328,738            | 176,680   | 105,264       | 610,682   |
| 1880..... | 442,604            | 229,984   | 179,608       | 852,196   |
| 1881..... | 614,532            | 309,172   | 264,066       | 1,187,770 |
| 1882..... | 678,146            | 300,109   | 305,812       | 1,284,067 |
| 1883..... | 731,736            | 206,567   | 210,406       | 1,148,709 |
| 1884..... | 681,449            | 259,094   | 56,440        | 996,983   |
| 1885..... | 657,609            | 275,216   | 26,646        | 959,471   |
| 1886..... | 992,117            | 384,799   | 197,787       | 1,574,703 |
| 1887..... | 1,140,040          | 650,470   | 311,394       | 2,101,904 |
| 1888..... | 830,482            | 436,285   | 119,510       | 1,386,277 |
| 1889..... | 1,019,062          | 466,120   | 24,875        | 1,510,057 |
| 1890..... | 1,312,937          | 524,587   | 30,313        | 1,867,837 |
| 1891..... | 901,159            | 364,725   | 27,169        | 1,293,053 |
| 1892..... | 961,987            | 450,553   | 125,048       | 1,537,588 |
| 1893..... | 728,231            | 233,697   | 167,472       | 1,129,400 |
| 1894..... | 714,935            | 226,306   | 74,772        | 1,016,013 |
| 1895..... | 864,499            | 327,618   | 107,511       | 1,299,628 |

#### PRODUCTION OF STREET RAILS IN THE UNITED STATES FROM 1874 TO 1895.

Included in the rail statistics given in other tables is the production of street and electric rails, which was as follows from 1874 to 1895, in gross tons:

| Year.     | Gross<br>tons. | Year.     | Gross<br>tons. | Year.     | Gross<br>tons. | Year.     | Gross<br>tons. |
|-----------|----------------|-----------|----------------|-----------|----------------|-----------|----------------|
| 1874..... | 6,017          | 1880..... | 15,084         | 1886..... | 42,865         | 1892..... | 111,580        |
| 1875..... | 14,589         | 1881..... | 19,245         | 1887..... | 51,216         | 1893..... | 133,423        |
| 1876..... | 11,684         | 1882..... | 19,898         | 1888..... | 44,951         | 1894..... | 157,457        |
| 1877..... | 6,263          | 1883..... | 17,357         | 1889..... | 70,120         | 1895..... | 163,109        |
| 1878..... | 8,240          | 1884..... | 27,997         | 1890..... | 98,529         |           |                |
| 1879..... | 7,720          | 1885..... | 32,134         | 1891..... | 81,302         |           |                |

#### PRODUCTION AND CONSUMPTION OF ALL KINDS OF RAILS IN THE UNITED STATES FROM 1867 TO 1895.

The consumption of rails in the United States is approximately ascertained by adding the quantity imported to the total production. The following table gives the approximate consumption, in gross tons, of all kinds of rails from 1867 to 1895, no allowance being made for the small quantity of rails exported prior to 1890. Including that year all exports have since been deducted.

| Year.     | Production. |           |           | Importa-<br>tion. | Consump-<br>tion. |
|-----------|-------------|-----------|-----------|-------------------|-------------------|
|           | Iron.       | Steel.    | Total.    |                   |                   |
| 1867..... | 410,319     | 2,277     | 412,596   | 145,580           | 558,176           |
| 1868..... | 445,972     | 6,451     | 452,423   | 223,287           | 675,710           |
| 1869..... | 521,372     | 8,616     | 529,988   | 279,609           | 809,597           |
| 1870..... | 523,214     | 30,357    | 553,571   | 356,387           | 909,958           |
| 1871..... | 658,467     | 34,152    | 692,619   | 505,537           | 1,198,156         |
| 1872..... | 808,866     | 83,991    | 892,857   | 473,973           | 1,366,830         |
| 1873..... | 679,520     | 115,192   | 794,712   | 231,046           | 1,025,758         |
| 1874..... | 521,848     | 129,414   | 651,262   | 96,706            | 747,968           |
| 1875..... | 447,901     | 259,699   | 707,600   | 17,364            | 724,964           |
| 1876..... | 417,114     | 368,269   | 785,383   | 256               | 785,639           |
| 1877..... | 296,911     | 385,865   | 682,776   | 31                | 682,807           |
| 1878..... | 288,295     | 499,817   | 788,112   | 9                 | 788,121           |
| 1879..... | 375,143     | 618,850   | 993,993   | 39,417            | 1,033,410         |
| 1880..... | 440,859     | 864,353   | 1,305,212 | 259,543           | 1,564,755         |
| 1881..... | 436,233     | 1,210,285 | 1,646,518 | 344,929           | 1,991,447         |
| 1882..... | 203,459     | 1,304,392 | 1,507,851 | 200,113           | 1,707,964         |
| 1883..... | 57,994      | 1,156,911 | 1,214,905 | 34,801            | 1,249,706         |
| 1884..... | 22,821      | 999,367   | 1,022,188 | 2,829             | 1,025,017         |



PRODUCTION AND CONSUMPTION OF ALL KINDS OF RAILS IN THE UNITED STATES  
FROM 1867 TO 1895—Continued.

| Year.      | Production. |             |             | Importa-<br>tion. | Consump-<br>tion. |
|------------|-------------|-------------|-------------|-------------------|-------------------|
|            | Iron.       | Steel.      | Total.      |                   |                   |
| 1885 ..... | 13, 228     | 963, 750    | 976, 978    | 2, 189            | 979, 167          |
| 1886 ..... | 21, 142     | 1, 579, 395 | 1, 600, 537 | 41, 587           | 1, 642, 124       |
| 1887 ..... | 20, 591     | 2, 119, 049 | 2, 139, 640 | 137, 830          | 2, 277, 470       |
| 1888 ..... | 12, 725     | 1, 390, 975 | 1, 403, 700 | 63, 037           | 1, 466, 737       |
| 1889 ..... | 9, 159      | 1, 513, 045 | 1, 522, 204 | 6, 217            | 1, 528, 421       |
| 1890 ..... | 13, 882     | 1, 871, 425 | 1, 885, 307 | 204               | 1, 868, 564       |
| 1891 ..... | 8, 240      | 1, 298, 936 | 1, 307, 176 | 253               | 1, 296, 190       |
| 1892 ..... | 10, 437     | 1, 541, 407 | 1, 551, 844 | 347               | 1, 544, 209       |
| 1893 ..... | 6, 090      | 1, 130, 368 | 1, 136, 458 | 2, 888            | 1, 119, 470       |
| 1894 ..... | 4, 674      | 1, 017, 098 | 1, 021, 772 | 300               | 1, 008, 516       |
| 1895 ..... | 5, 810      | 1, 300, 325 | 1, 306, 135 | 1, 447            | 1, 291, 983       |

The year of largest consumption of rails was 1887, which was also the year of largest production. It was also the year of largest mileage of new railroad construction in the United States, 12,984 miles of new railroad having been built in that year. The decline in the production and consumption of rails in the United States in recent years is primarily due to the great decline which has taken place in railroad construction. More than one-half of the rails annually produced in late years has been used for repairs and extensions of the tracks of steam railroads and for street and electric lines.

The heavy decline in the imports of rails from 1873 to 1879 was caused by the panic of 1873 and the business depression which followed and continued until 1879. The almost complete cessation of the imports of rails since 1887 is due chiefly to the cheapening of the prices of domestic rails.

PRODUCTION OF IRON RAILS IN THE UNITED STATES.

Prior to 1867 all rails produced in the United States were made of iron.

| Year.     | Gross<br>tons. | Year.     | Gross<br>tons. | Year.     | Gross<br>tons. | Year.     | Gross<br>tons. |
|-----------|----------------|-----------|----------------|-----------|----------------|-----------|----------------|
| 1849..... | 21, 712        | 1861..... | 169, 480       | 1873..... | 679, 520       | 1885..... | 13, 228        |
| 1850..... | 39, 360        | 1862..... | 190, 993       | 1874..... | 521, 848       | 1886..... | 21, 142        |
| 1851..... | 45, 181        | 1863..... | 246, 221       | 1875..... | 447, 901       | 1887..... | 20, 591        |
| 1852..... | 55, 784        | 1864..... | 299, 436       | 1876..... | 417, 114       | 1888..... | 12, 725        |
| 1853..... | 78, 450        | 1865..... | 318, 118       | 1877..... | 296, 911       | 1889..... | 9, 159         |
| 1854..... | 96, 443        | 1866..... | 384, 623       | 1878..... | 288, 295       | 1890..... | 13, 882        |
| 1855..... | 123, 816       | 1867..... | 410, 319       | 1879..... | 375, 143       | 1891..... | 8, 240         |
| 1856..... | 160, 730       | 1868..... | 445, 972       | 1880..... | 440, 859       | 1892..... | 10, 437        |
| 1857..... | 144, 570       | 1869..... | 521, 372       | 1881..... | 436, 233       | 1893..... | 6, 090         |
| 1858..... | 146, 171       | 1870..... | 523, 214       | 1882..... | 203, 459       | 1894..... | 4, 674         |
| 1859..... | 174, 513       | 1871..... | 658, 467       | 1883..... | 57, 994        | 1895..... | 5, 810         |
| 1860..... | 183, 070       | 1872..... | 808, 866       | 1884..... | 22, 821        |           |                |

PRODUCTION OF ROLLED IRON AND STEEL IN THE UNITED STATES.

The total production of rolled iron and steel in the United States from 1887 to 1895 is given in detail in the following table, in gross tons. In 1887 the production of wire rods was not ascertained separately, and it is therefore included for that year with the quantity of bars, hoops, skelp, and shapes produced.

| Year.     | Iron and<br>steel rails. | Bars, hoops,<br>skelp, and<br>shapes. | Wire rods. | Plates and<br>sheets, ex-<br>cept nail<br>plate. | Cut nails. | Total.      |
|-----------|--------------------------|---------------------------------------|------------|--------------------------------------------------|------------|-------------|
| 1887..... | 2, 139, 640              | 2, 184, 279                           | .....      | 603, 355                                         | 308, 432   | 5, 235, 706 |
| 1888..... | 1, 403, 700              | 2, 034, 162                           | 279, 769   | 609, 827                                         | 289, 891   | 4, 617, 349 |
| 1889..... | 1, 522, 204              | 2, 374, 968                           | 363, 851   | 716, 496                                         | 259, 409   | 5, 236, 928 |
| 1890..... | 1, 885, 307              | 2, 618, 660                           | 457, 099   | 809, 981                                         | 251, 828   | 6, 022, 875 |
| 1891..... | 1, 307, 176              | 2, 644, 941                           | 536, 607   | 678, 927                                         | 223, 312   | 5, 390, 963 |
| 1892..... | 1, 551, 844              | 3, 033, 439                           | 627, 829   | 751, 460                                         | 201, 242   | 6, 165, 814 |
| 1893..... | 1, 136, 458              | 2, 491, 497                           | 537, 272   | 674, 345                                         | 136, 113   | 4, 975, 685 |
| 1894..... | 1, 021, 772              | 2, 155, 875                           | 673, 402   | 682, 900                                         | 108, 262   | 4, 642, 211 |
| 1895..... | 1, 306, 135              | 3, 005, 765                           | 791, 130   | 991, 459                                         | 95, 085    | 6, 189, 574 |



## PRODUCTION OF TIN PLATES IN THE UNITED STATES.

The following table gives the production of tin plates and terne plates in the United States in the fiscal years from July 1, 1891, to June 30, 1896:

| Articles.          | 1892.          | 1893.          | 1894.          | 1895.          | 1896.          |
|--------------------|----------------|----------------|----------------|----------------|----------------|
|                    | <i>Pounds.</i> | <i>Pounds.</i> | <i>Pounds.</i> | <i>Pounds.</i> | <i>Pounds.</i> |
| Tin plates.....    | 4, 539, 590    | 45, 743, 107   | 81, 609, 765   | 120, 327, 949  | 212, 589, 181  |
| Terne plates ..... | 9, 107, 129    | 54, 076, 095   | 57, 613, 702   | 73, 473, 124   | 94, 639, 440   |
| Total.....         | 13, 646, 719   | 99, 819, 202   | 139, 223, 467  | 193, 801, 073  | 307, 228, 621  |

## IMPORTS OF TIN PLATES INTO THE UNITED STATES.

The following table gives the quantities and foreign values of the tin plates imported into the United States in the calendar years from 1871 to 1895:

| Year.      | Gross tons. | Values.       | Year.      | Gross tons. | Values.        |
|------------|-------------|---------------|------------|-------------|----------------|
| 1871 ..... | 82, 969     | \$9, 946, 373 | 1884 ..... | 216, 181    | \$16, 858, 650 |
| 1872 ..... | 85, 629     | 13, 893, 450  | 1885 ..... | 228, 596    | 15, 991, 152   |
| 1873 ..... | 97, 177     | 14, 240, 868  | 1886 ..... | 257, 822    | 17, 504, 976   |
| 1874 ..... | 79, 778     | 13, 057, 658  | 1887 ..... | 283, 836    | 18, 699, 145   |
| 1875 ..... | 91, 054     | 12, 098, 885  | 1888 ..... | 298, 238    | 19, 762, 961   |
| 1876 ..... | 89, 946     | 9, 416, 816   | 1889 ..... | 331, 311    | 21, 726, 707   |
| 1877 ..... | 112, 479    | 10, 679, 028  | 1890 ..... | 329, 435    | 23, 670, 158   |
| 1878 ..... | 107, 864    | 9, 069, 967   | 1891 ..... | 327, 882    | 25, 900, 305   |
| 1879 ..... | 154, 250    | 13, 227, 659  | 1892 ..... | 268, 472    | 17, 102, 487   |
| 1880 ..... | 158, 049    | 16, 478, 110  | 1893 ..... | 253, 155    | 15, 559, 423   |
| 1881 ..... | 183, 005    | 14, 886, 907  | 1894 ..... | 215, 068    | 12, 053, 167   |
| 1882 ..... | 213, 987    | 17, 975, 161  | 1895 ..... | 219, 545    | 11, 482, 380   |
| 1883 ..... | 221, 233    | 18, 156, 773  |            |             |                |

## PRODUCTION OF CUT NAILS IN THE UNITED STATES.

The production of iron and steel cut nails in the United States, not including wire nails, has been as follows, from 1856 to 1895, in kegs of 100 pounds:

| Year.     | Kegs.       | Year.     | Kegs.       | Year.     | Kegs.       | Year.     | Kegs.       |
|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|
| 1856..... | 1, 824, 749 | 1878..... | 4, 396, 130 | 1885..... | 6, 696, 815 | 1892..... | 4, 507, 819 |
| 1872..... | 4, 065, 322 | 1879..... | 5, 011, 021 | 1886..... | 8, 160, 973 | 1893..... | 3, 048, 933 |
| 1873..... | 4, 024, 704 | 1880..... | 5, 370, 512 | 1887..... | 6, 908, 870 | 1894..... | 2, 425, 060 |
| 1874..... | 4, 912, 180 | 1881..... | 5, 794, 206 | 1888..... | 6, 493, 591 | 1895..... | 2, 129, 894 |
| 1875..... | 4, 726, 881 | 1882..... | 6, 147, 097 | 1889..... | 5, 810, 758 |           |             |
| 1876..... | 4, 157, 814 | 1883..... | 7, 762, 737 | 1890..... | 5, 640, 946 |           |             |
| 1877..... | 4, 828, 918 | 1884..... | 7, 581, 379 | 1891..... | 5, 002, 176 |           |             |

## PRODUCTION OF WIRE NAILS IN THE UNITED STATES.

The estimated production of iron and steel wire nails in the United States in 1886 was 600,000 kegs; in 1887, 1,250,000 kegs, and in 1888, 1,500,000 kegs. The production by States since 1889 has been as follows, in kegs of 100 pounds:

| Year.      | New England. | New York and New Jersey. | Pennsylvania. | Ohio.       | Indiana and Illinois. | Other States. | Total.      |
|------------|--------------|--------------------------|---------------|-------------|-----------------------|---------------|-------------|
| 1889 ..... | 110, 000     | 170, 000                 | 816, 000      | 944, 000    | 46, 000               | 349, 000      | 2, 435, 000 |
| 1890 ..... | 167, 135     | 168, 460                 | 1, 061, 639   | 1, 115, 320 | 47, 507               | 575, 850      | 3, 135, 911 |
| 1891 ..... | 193, 668     | 128, 159                 | 1, 460, 252   | 1, 659, 396 | 381, 950              | 290, 960      | 4, 114, 385 |
| 1892 ..... | 107, 477     | 91, 470                  | 1, 676, 684   | 1, 800, 742 | 796, 406              | 246, 745      | 4, 719, 524 |
| 1893 ..... | 129, 108     | 147, 930                 | 2, 177, 495   | 1, 556, 160 | 802, 106              | 283, 146      | 5, 095, 945 |
| 1894 ..... | 121, 283     | 78, 043                  | 2, 396, 482   | 1, 830, 000 | 950, 507              | 305, 486      | 5, 681, 801 |
| 1895 ..... | 168, 365     | 144, 657                 | 2, 129, 951   | 1, 534, 690 | 1, 479, 465           | 384, 275      | 5, 841, 403 |



## IMPORTS OF IRON AND STEEL INTO THE UNITED STATES.

In the following table the total quantities of imported pig, bar, band, plate, and sheet iron, rails, old iron, and tin plates are given for every year mentioned, and for 1884 and succeeding years the weight of other iron and steel which were not collected for preceding years is added. In none of the years named, however, is the weight of machinery, hardware, cutlery, firearms, and similar manufactured products included. The years mentioned are calendar years.

| Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. |
|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|
| 1871..... | 1,141,933   | 1878..... | 211,102     | 1885..... | 578,478     | 1892..... | 494,468     |
| 1872..... | 1,183,066   | 1879..... | 769,974     | 1886..... | 1,098,565   | 1893..... | 438,495     |
| 1873..... | 640,858     | 1880..... | 1,886,019   | 1887..... | 1,783,256   | 1894..... | 309,249     |
| 1874..... | 301,647     | 1881..... | 1,180,749   | 1888..... | 914,940     | 1895..... | 378,208     |
| 1875..... | 239,712     | 1882..... | 1,192,296   | 1889..... | 748,550     |           |             |
| 1876..... | 204,211     | 1883..... | 694,330     | 1890..... | 665,771     |           |             |
| 1877..... | 211,408     | 1884..... | 654,696     | 1891..... | 557,882     |           |             |

The following table gives the foreign values of all our imports of iron and steel, including firearms, hardware, machinery, cutlery, etc., from 1871 to 1895:

| Year.     | Value.       | Year.     | Value.       | Year.     | Value.       | Year.     | Value.       |
|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|
| 1871..... | \$57,866,299 | 1878..... | \$18,013,010 | 1885..... | \$31,144,552 | 1892..... | \$33,882,447 |
| 1872..... | 75,617,677   | 1879..... | 33,331,569   | 1886..... | 41,630,779   | 1893..... | 29,656,539   |
| 1873..... | 60,005,538   | 1880..... | 80,443,362   | 1887..... | 56,420,607   | 1894..... | 20,843,576   |
| 1874..... | 37,652,192   | 1881..... | 61,555,077   | 1888..... | 42,311,689   | 1895..... | 25,772,136   |
| 1875..... | 27,363,101   | 1882..... | 67,075,125   | 1889..... | 42,027,742   |           |              |
| 1876..... | 20,016,603   | 1883..... | 47,506,306   | 1890..... | 44,540,413   |           |              |
| 1877..... | 19,874,399   | 1884..... | 37,078,122   | 1891..... | 41,983,626   |           |              |

## EXPORTS OF IRON AND STEEL FROM THE UNITED STATES.

The following table gives the total value of our exports of iron and steel and manufactures thereof in the calendar years from 1871 to 1895. These exports embrace chiefly machinery, builders' hardware, sewing machines, saws, tools, locomotives, firearms, scales and balances, pig iron, steel rails, wire, miscellaneous castings, and engines and boilers, but do not include agricultural implements.

| Year.     | Value.       | Year.     | Value.       | Year.     | Value.       | Year.     | Value.       |
|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|
| 1871..... | \$14,185,359 | 1878..... | \$15,101,899 | 1885..... | \$16,622,511 | 1892..... | \$27,900,862 |
| 1872..... | 12,595,539   | 1879..... | 14,223,646   | 1886..... | 14,865,087   | 1893..... | 30,159,363   |
| 1873..... | 14,173,772   | 1880..... | 15,156,703   | 1887..... | 16,235,922   | 1894..... | 29,943,729   |
| 1874..... | 17,312,239   | 1881..... | 18,216,121   | 1888..... | 19,578,489   | 1895..... | 35,062,838   |
| 1875..... | 17,976,833   | 1882..... | 22,348,834   | 1889..... | 23,712,814   |           |              |
| 1876..... | 13,641,724   | 1883..... | 22,716,040   | 1890..... | 27,000,134   |           |              |
| 1877..... | 18,549,922   | 1884..... | 19,290,895   | 1891..... | 30,736,507   |           |              |

## TOTAL PRODUCTION OF IRON ORE IN THE UNITED STATES.

Previous to 1870 no iron-ore statistics for the United States are complete. The figures for 1870 and 1880 are for census years ending on May 31. For 1889 (also the census year) and all subsequent years they are for calendar years.

| Year.     | Gross tons. | Year.     | Gross tons. | Year.     | Gross tons. |
|-----------|-------------|-----------|-------------|-----------|-------------|
| 1870..... | 3,031,891   | 1890..... | 16,036,043  | 1893..... | 11,587,629  |
| 1880..... | 7,120,362   | 1891..... | 14,591,178  | 1894..... | 11,879,679  |
| 1889..... | 14,518,041  | 1892..... | 16,296,666  | 1895..... | 15,957,614  |

## SHIPMENTS OF IRON ORE FROM THE LAKE SUPERIOR REGION.

Three States—Michigan, Wisconsin, and Minnesota—now comprise the Lake Superior iron-ore region, which was originally confined to Michigan alone. The word



“shipments” in the following table is used in its strict sense, and is not synonymous with production. Gross tons are used.

| Year.      | Shipments. | Year.      | Shipments. | Year.      | Shipments. |
|------------|------------|------------|------------|------------|------------|
| 1854 ..... | 3,000      | 1868 ..... | 491,449    | 1882 ..... | 2,965,412  |
| 1855 ..... | 1,449      | 1869 ..... | 617,444    | 1883 ..... | 2,353,288  |
| 1856 ..... | 36,343     | 1870 ..... | 830,940    | 1884 ..... | 2,518,692  |
| 1857 ..... | 25,646     | 1871 ..... | 779,607    | 1885 ..... | 2,466,372  |
| 1858 ..... | 15,876     | 1872 ..... | 900,901    | 1886 ..... | 3,568,022  |
| 1859 ..... | 68,832     | 1873 ..... | 1,162,458  | 1887 ..... | 4,730,577  |
| 1860 ..... | 114,401    | 1874 ..... | 919,557    | 1888 ..... | 5,063,693  |
| 1861 ..... | 49,909     | 1875 ..... | 891,257    | 1889 ..... | 7,292,754  |
| 1862 ..... | 124,169    | 1876 ..... | 992,764    | 1890 ..... | 9,012,379  |
| 1863 ..... | 203,055    | 1877 ..... | 1,015,087  | 1891 ..... | 7,062,233  |
| 1864 ..... | 243,127    | 1878 ..... | 1,111,110  | 1892 ..... | 9,069,556  |
| 1865 ..... | 236,208    | 1879 ..... | 1,375,691  | 1893 ..... | 6,060,492  |
| 1866 ..... | 278,796    | 1880 ..... | 1,908,745  | 1894 ..... | 7,748,932  |
| 1867 ..... | 473,567    | 1881 ..... | 2,306,505  | 1895 ..... | 10,438,268 |

#### PRODUCTION OF IRON ORE BY THE CORNWALL MINES.

The following table shows the production of iron ore, in gross tons, by the Cornwall mines in Pennsylvania from the time they were first opened in 1740:

| Year.                   | Gross tons. | Year.      | Gross tons. | Year.      | Gross tons. |
|-------------------------|-------------|------------|-------------|------------|-------------|
| 1740 to Feb. 1, 1864... | 2,524,908   | 1874 ..... | 112,429     | 1885 ..... | 508,864     |
| 1864 (11 months).....   | 165,915     | 1875 ..... | 98,925      | 1886 ..... | 688,054     |
| 1865 .....              | 114,803     | 1876 ..... | 137,902     | 1887 ..... | 667,210     |
| 1866 .....              | 216,660     | 1877 ..... | 171,589     | 1888 ..... | 722,917     |
| 1867 .....              | 202,755     | 1878 ..... | 179,299     | 1889 ..... | 769,020     |
| 1868 .....              | 165,843     | 1879 ..... | 268,488     | 1890 ..... | 686,302     |
| 1869 .....              | 173,429     | 1880 ..... | 231,173     | 1891 ..... | 663,755     |
| 1870 .....              | 174,408     | 1881 ..... | 249,050     | 1892 ..... | 634,714     |
| 1871 .....              | 176,055     | 1882 ..... | 309,681     | 1893 ..... | 439,705     |
| 1872 .....              | 193,317     | 1883 ..... | 363,143     | 1894 ..... | 371,710     |
| 1873 .....              | 166,782     | 1884 ..... | 412,320     | 1895 ..... | 614,598     |

#### IMPORTS OF IRON ORE INTO THE UNITED STATES.

The following table gives the imports of iron ore for consumption in the United States in the fiscal years from June 30, 1871, to June 30, 1879, and the total imports in the calendar years from January 1, 1879, to December 31, 1895. In 1879 this country for the first time imported iron ore largely from Europe. Prior to that year such iron ore as was imported came chiefly from Canada. This was notably the case in 1873, 1874, and 1875, in which years more than one-half the iron ore imported came from Canada.

| Fiscal year.             | Gross tons. | Calendar year. | Gross tons. | Calendar year. | Gross tons. |
|--------------------------|-------------|----------------|-------------|----------------|-------------|
| 1872 .....               | 23,733      | 1880 .....     | 493,408     | 1889 .....     | 853,573     |
| 1873 .....               | 45,981      | 1881 .....     | 782,887     | 1890 .....     | 1,246,830   |
| 1874 .....               | 57,987      | 1882 .....     | 589,655     | 1891 .....     | 912,856     |
| 1875 .....               | 56,655      | 1883 .....     | 490,875     | 1892 .....     | 806,585     |
| 1876 .....               | 17,284      | 1884 .....     | 487,820     | 1893 .....     | 526,951     |
| 1877 .....               | 30,669      | 1885 .....     | 390,786     | 1894 .....     | 168,541     |
| 1878 .....               | 28,212      | 1886 .....     | 1,039,433   | 1895 .....     | 524,153     |
| 1879 (ending June 30) .. | 150,197     | 1887 .....     | 1,194,301   |                |             |
| 1879 .....               | 284,141     | 1888 .....     | 587,470     |                |             |

#### SHIPMENTS OF IRON ORE FROM CUBA TO THE UNITED STATES.

The first shipment of iron ore from Cuba to the United States was made by the Juragua Iron Company in August, 1884. In October, 1892, the Sigua Iron Company also commenced to ship iron ore from Cuba to the United States, 7,830 gross tons being shipped by this company in 1892 and 14,022 tons in 1893. The imports of



Cuban iron into the United States from August, 1884, to the close of 1895 were as follows. They are included in the total imports of iron ore given above.

| Year.      | Gross tons. | Year.      | Gross tons. | Year.      | Gross tons. |
|------------|-------------|------------|-------------|------------|-------------|
| 1884 ..... | 21, 798     | 1888 ..... | 198, 048    | 1892 ..... | 330, 357    |
| 1885 ..... | 81, 106     | 1889 ..... | 256, 278    | 1893 ..... | 362, 685    |
| 1886 ..... | 111, 710    | 1890 ..... | 362, 068    | 1894 ..... | 150, 439    |
| 1887 ..... | 97, 711     | 1891 ..... | 266, 377    | 1895 ..... | 386, 044    |

#### THE WORLD'S PRODUCTION OF IRON ORE.

The following table gives approximately the world's production of iron ore from 1880 to 1895. The table has been compiled from the best authorities:

| Year.     | Tons.        | Year.     | Tons.        | Year.     | Tons.        | Year.     | Tons.        |
|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|
| 1880..... | 43, 353, 000 | 1884..... | 44, 677, 000 | 1888..... | 51, 316, 000 | 1892..... | 54, 995, 000 |
| 1881..... | 43, 640, 000 | 1885..... | 43, 505, 000 | 1889..... | 54, 924, 000 | 1893..... | 50, 851, 000 |
| 1882..... | 48, 065, 000 | 1886..... | 44, 048, 000 | 1890..... | 57, 474, 000 | 1894..... | 54, 164, 000 |
| 1883..... | 47, 311, 000 | 1887..... | 48, 453, 000 | 1891..... | 53, 568, 000 | 1895..... | 58, 985, 000 |

#### RAILROAD MILEAGE IN THE UNITED STATES.

The number of miles of railroad in operation in the United States in each calendar year from 1830 to 1895, not including street railways, are given below, allowance being made for the abandoned mileage. The length of the railroad lines only is given, without regard to the number of tracks or miles of sidings.

| Year.     | Miles in operation. | Net increase. | Year.     | Miles in operation. | Net increase. |
|-----------|---------------------|---------------|-----------|---------------------|---------------|
| 1830..... | 23                  | -----         | 1863..... | 33, 170             | 1, 050        |
| 1831..... | 95                  | 72            | 1864..... | 33, 908             | 738           |
| 1832..... | 229                 | 134           | 1865..... | 35, 085             | 1, 177        |
| 1833..... | 380                 | 151           | 1866..... | 36, 801             | 1, 716        |
| 1834..... | 633                 | 253           | 1867..... | 39, 250             | 2, 449        |
| 1835..... | 1, 098              | 465           | 1868..... | 42, 229             | 2, 979        |
| 1836..... | 1, 273              | 175           | 1869..... | 46, 844             | 4, 615        |
| 1837..... | 1, 497              | 224           | 1870..... | 52, 922             | 6, 078        |
| 1838..... | 1, 913              | 416           | 1871..... | 60, 293             | 7, 379        |
| 1839..... | 2, 302              | 389           | 1872..... | 66, 171             | 5, 878        |
| 1840..... | 2, 818              | 516           | 1873..... | 70, 268             | 4, 097        |
| 1841..... | 3, 535              | 717           | 1874..... | 72, 385             | 2, 117        |
| 1842..... | 4, 026              | 491           | 1875..... | 74, 096             | 1, 711        |
| 1843..... | 4, 185              | 159           | 1876..... | 76, 808             | 2, 712        |
| 1844..... | 4, 377              | 192           | 1877..... | 79, 088             | 2, 280        |
| 1845..... | 4, 633              | 256           | 1878..... | 81, 767             | 2, 679        |
| 1846..... | 4, 930              | 297           | 1879..... | 86, 584             | 4, 817        |
| 1847..... | 5, 598              | 668           | 1880..... | 93, 296             | 6, 712        |
| 1848..... | 5, 996              | 398           | 1881..... | 103, 143            | 9, 847        |
| 1849..... | 7, 365              | 1, 369        | 1882..... | 114, 712            | 11, 569       |
| 1850..... | 9, 021              | 1, 656        | 1883..... | 121, 455            | 6, 743        |
| 1851..... | 10, 982             | 1, 961        | 1884..... | 125, 379            | 3, 924        |
| 1852..... | 12, 908             | 1, 926        | 1885..... | 128, 361            | 2, 982        |
| 1853..... | 15, 360             | 2, 452        | 1886..... | 136, 379            | 8, 018        |
| 1854..... | 16, 720             | 1, 360        | 1887..... | 149, 257            | 12, 878       |
| 1855..... | 18, 374             | 1, 654        | 1888..... | 156, 169            | 6, 912        |
| 1856..... | 22, 016             | 3, 642        | 1889..... | 161, 353            | 5, 184        |
| 1857..... | 24, 503             | 2, 487        | 1890..... | 166, 698            | 5, 345        |
| 1858..... | 26, 968             | 2, 465        | 1891..... | 170, 769            | 4, 071        |
| 1859..... | 28, 789             | 1, 821        | 1892..... | 175, 188            | 4, 419        |
| 1860..... | 30, 626             | 1, 837        | 1893..... | 177, 465            | 2, 277        |
| 1861..... | 31, 286             | 660           | 1894..... | 179, 393            | 1, 928        |
| 1862..... | 32, 120             | 834           | 1895..... | 181, 021            | 1, 628        |



The following table gives the new railroad actually constructed in the United States in each year from 1880 to 1895, the figures denoting only the length of the railroad lines, without regard to the number of tracks or miles of sidings:

| Year.     | Miles. | Year.     | Miles. | Year.     | Miles. | Year.     | Miles. |
|-----------|--------|-----------|--------|-----------|--------|-----------|--------|
| 1880..... | 7,174  | 1884..... | 3,974  | 1888..... | 7,066  | 1892..... | 4,584  |
| 1881..... | 9,779  | 1885..... | 3,131  | 1889..... | 5,700  | 1893..... | 2,789  |
| 1882..... | 11,599 | 1886..... | 8,128  | 1890..... | 5,657  | 1894..... | 2,264  |
| 1883..... | 6,819  | 1887..... | 12,984 | 1891..... | 4,620  | 1895..... | 1,922  |

#### MILES OF IRON AND STEEL RAILS IN USE IN THE UNITED STATES.

The following table gives the number of miles of steam railroad track in the United States from 1880 to the end of 1895 which had been laid with steel rails and iron rails. In the figures given all tracks of steam railroads are included; also, with the exception of 1895, the tracks of elevated railroads.

| Year.     | Steel rails.  | Iron rails.   | Total.        | Percentage of steel rails. |
|-----------|---------------|---------------|---------------|----------------------------|
|           | <i>Miles.</i> | <i>Miles.</i> | <i>Miles.</i> |                            |
| 1880..... | 33,680        | 81,967        | 115,647       | 29.1                       |
| 1881..... | 49,063        | 81,473        | 130,536       | 37.5                       |
| 1882..... | 66,691        | 74,269        | 140,960       | 47.3                       |
| 1883..... | 78,491        | 70,692        | 149,183       | 52.7                       |
| 1884..... | 90,243        | 66,254        | 156,497       | 57.6                       |
| 1885..... | 98,102        | 62,495        | 160,597       | 61.0                       |
| 1886..... | 105,724       | 62,324        | 168,048       | 62.9                       |
| 1887..... | 125,459       | 59,588        | 185,047       | 67.7                       |
| 1888..... | 138,516       | 52,981        | 191,497       | 72.3                       |
| 1889..... | 151,723       | 50,513        | 202,236       | 75.0                       |
| 1890..... | 167,606       | 40,697        | 208,303       | 80.4                       |
| 1891..... | 174,931       | 39,756        | 214,687       | 81.5                       |
| 1892..... | 182,858       | 38,641        | 221,499       | 82.6                       |
| 1893..... | 191,857       | 37,155        | 229,012       | 83.8                       |
| 1894..... | 197,653       | 35,266        | 232,919       | 84.8                       |
| 1895..... | 206,546       | 28,652        | 235,198       | 87.8                       |

#### AVERAGE RATES OF TRANSPORTATION OF WHEAT IN THE UNITED STATES FROM 1868 TO 1895.

The following table gives the average freight charges per bushel for the transportation of wheat from Chicago to New York from 1868 to 1895. This table has been compiled by Mr. J. C. Brown, statistician of the New York Produce Exchange, for the "Statistical Abstract of the United States."

| Calendar year. | By lake and canal. | By lake and rail. | By all rail.  | Calendar year. | By lake and canal. | By lake and rail. | By all rail.  |
|----------------|--------------------|-------------------|---------------|----------------|--------------------|-------------------|---------------|
|                | <i>Cents.</i>      | <i>Cents.</i>     | <i>Cents.</i> |                | <i>Cents.</i>      | <i>Cents.</i>     | <i>Cents.</i> |
| 1868.....      | 22.79              | 29.00             | 42.60         | 1882.....      | 7.89               | 10.90             | 14.60         |
| 1869.....      | 25.12              | 25.00             | 35.10         | 1883.....      | 8.37               | 11.50             | 16.50         |
| 1870.....      | 17.10              | 22.00             | 33.30         | 1884.....      | 6.31               | 9.55              | 13.125        |
| 1871.....      | 20.24              | 25.00             | 31.00         | 1885.....      | 5.87               | 9.02              | 14.00         |
| 1872.....      | 24.47              | 28.00             | 33.50         | 1886.....      | 8.71               | 12.00             | 16.50         |
| 1873.....      | 19.19              | 26.90             | 33.20         | 1887.....      | 8.51               | 12.00             | 15.74         |
| 1874.....      | 14.10              | 16.90             | 28.70         | 1888.....      | 5.93               | 11.00             | 14.50         |
| 1875.....      | 11.43              | 14.60             | 24.10         | 1889.....      | 6.89               | 8.70              | 15.00         |
| 1876.....      | 9.58               | 11.80             | 16.50         | 1890.....      | 5.85               | 8.50              | 14.31         |
| 1877.....      | 11.24              | 15.80             | 20.30         | 1891.....      | 5.96               | 8.53              | 15.00         |
| 1878.....      | 9.15               | 11.40             | 17.70         | 1892.....      | 5.61               | 7.55              | 14.23         |
| 1879.....      | 11.60              | 13.30             | 17.30         | 1893.....      | 6.33               | 8.44              | 14.70         |
| 1880.....      | 12.27              | 15.70             | 19.90         | 1894.....      | 4.44               | 7.00              | 12.88         |
| 1881.....      | 8.19               | 10.40             | 14.40         | 1895.....      | 4.11               | 6.95              | 12.17         |



## IRON AND STEEL VESSELS BUILT IN THE UNITED STATES.

The following table gives the number and gross tonnage of all iron and steel vessels, except those for the Navy, built in the United States in the fiscal years from 1868 to 1896. Nearly all were steam vessels.

| Fiscal year. | No. | Tons.  | Fiscal year. | No. | Tons.  | Fiscal year. | No. | Tons.   |
|--------------|-----|--------|--------------|-----|--------|--------------|-----|---------|
| 1868.....    |     | 2,801  | 1878.....    | 32  | 26,960 | 1888.....    | 43  | 36,719  |
| 1869.....    |     | 4,584  | 1879.....    | 24  | 22,008 | 1889.....    | 48  | 53,513  |
| 1870.....    |     | 8,281  | 1880.....    | 31  | 25,582 | 1890.....    | 63  | 80,378  |
| 1871.....    |     | 15,479 | 1881.....    | 42  | 28,392 | 1891.....    | 76  | 105,618 |
| 1872.....    | 20  | 12,766 | 1882.....    | 43  | 40,097 | 1892.....    | 55  | 51,374  |
| 1873.....    | 26  | 26,548 | 1883.....    | 35  | 39,646 | 1893.....    | 65  | 94,532  |
| 1874.....    | 23  | 33,097 | 1884.....    | 34  | 35,631 | 1894.....    | 39  | 51,470  |
| 1875.....    | 20  | 21,632 | 1885.....    | 48  | 44,028 | 1895.....    | 43  | 48,594  |
| 1876.....    | 25  | 21,346 | 1886.....    | 26  | 14,908 | 1896.....    | 60  | 113,220 |
| 1877.....    | 7   | 5,927  | 1887.....    | 29  | 34,354 |              |     |         |

## IMMIGRATION INTO THE UNITED STATES.

The table given below shows the number of alien passengers, nearly all of whom were immigrants, who arrived in the United States from the formation of the Government in 1789 to 1855. Down to and including 1855 immigrants do not appear to have been classified separately from other passengers.

| Period.            | Passengers. |
|--------------------|-------------|
| 1789 to 1820 ..... | 250,000     |
| 1821 to 1830 ..... | 143,439     |
| 1831 to 1840 ..... | 599,125     |
| 1841 to 1850 ..... | 1,713,251   |
| 1851 to 1855 ..... | 1,748,364   |
| Total .....        | 4,454,179   |

The following table shows the annual arrivals of alien passengers in the calendar years from 1851 to 1855; also the total arrival of immigrants alone in the United States in the calendar years from 1856 to 1895, not counting immigrants from the British possessions and Mexico since July, 1885:

| Year.     | Immi-grants. | Year.     | Immi-grants. | Year.     | Immi-grants. | Year.     | Immi-grants. |
|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|
| 1851..... | 379,406      | 1863..... | 174,524      | 1875..... | 191,231      | 1887..... | 516,933      |
| 1852..... | 371,603      | 1864..... | 193,195      | 1876..... | 157,440      | 1888..... | 525,019      |
| 1853..... | 368,645      | 1865..... | 247,453      | 1877..... | 130,502      | 1889..... | 431,935      |
| 1854..... | 427,833      | 1866..... | 314,917      | 1878..... | 153,207      | 1890..... | 495,021      |
| 1855..... | 200,877      | 1867..... | 310,965      | 1879..... | 250,565      | 1891..... | 595,251      |
| 1856..... | 195,857      | 1868..... | 289,145      | 1880..... | 593,703      | 1892..... | 547,060      |
| 1857..... | 246,945      | 1869..... | 385,287      | 1881..... | 720,045      | 1893..... | 495,030      |
| 1858..... | 119,501      | 1870..... | 356,303      | 1882..... | 730,349      | 1894..... | 250,313      |
| 1859..... | 118,616      | 1871..... | 346,938      | 1883..... | 570,316      | 1895..... | 324,330      |
| 1860..... | 150,237      | 1872..... | 437,750      | 1884..... | 461,346      |           |              |
| 1861..... | 89,724       | 1873..... | 422,545      | 1885..... | 332,361      |           |              |
| 1862..... | 89,007       | 1874..... | 260,814      | 1886..... | 392,887      |           |              |

During the one hundred and seven years, from 1789 to 1895, the total number of alien passengers and immigrants who arrived in the United States was 18,068,746.

Immigration into the United States from 1789 to 1842 never exceeded 100,000 persons annually, and seldom came near that number. In the latter year 104,565 aliens arrived. In the next two years immigration declined below 100,000 aliens annually, but in the six succeeding fiscal years, ending on September 30, 1850, the arrivals rapidly increased, owing to the Irish famine, the revolutionary movements in various European countries, the demand in this country for labor to build railroads, and the discovery of gold in California. In the six fiscal years referred to, the arrivals of aliens were as follows: 1845, 114,371; 1846, 154,416; 1847, 234,968; 1848, 226,527; 1849, 297,024; 1850, 310,004.



PRODUCTION AND PRICES OF BESSEMER STEEL RAILS IN THE UNITED STATES  
FROM 1867 TO 1896.

The following table gives the annual production, in gross tons, of Bessemer steel rails in the United States since 1867, together with their average annual price at works in Pennsylvania and the rates of duty imposed on foreign rails:

| Calendar year. | Production<br>in gross<br>tons. | Price in<br>currency. | Duty.                                                                                                                                             |
|----------------|---------------------------------|-----------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| 1867 .....     | 2,277                           | \$166.00              | 45 per cent ad valorem to<br>Jan. 1, 1871.                                                                                                        |
| 1868 .....     | 6,451                           | 158.50                |                                                                                                                                                   |
| 1869 .....     | 8,616                           | 132.25                |                                                                                                                                                   |
| 1870 .....     | 30,357                          | 106.75                |                                                                                                                                                   |
| 1871 .....     | 34,152                          | 102.50                |                                                                                                                                                   |
| 1872 .....     | 83,991                          | 112.00                | \$28 per ton from Jan. 1, 1871,<br>to Aug. 1, 1872; \$25.20 from<br>Aug. 1, 1872, to Mar. 3,<br>1875; \$28 from Mar. 3,<br>1875, to July 1, 1883. |
| 1873 .....     | 115,192                         | 120.50                |                                                                                                                                                   |
| 1874 .....     | 129,414                         | 94.25                 |                                                                                                                                                   |
| 1875 .....     | 259,699                         | 68.75                 |                                                                                                                                                   |
| 1876 .....     | 368,269                         | 59.25                 |                                                                                                                                                   |
| 1877 .....     | 385,865                         | 45.50                 |                                                                                                                                                   |
| 1878 .....     | 491,427                         | 42.25                 |                                                                                                                                                   |
| 1879 .....     | 610,682                         | 48.25                 |                                                                                                                                                   |
| 1880 .....     | 852,196                         | 67.50                 |                                                                                                                                                   |
| 1881 .....     | 1,187,770                       | 61.13                 |                                                                                                                                                   |
| 1882 .....     | 1,284,067                       | 48.50                 | \$17 per ton from July 1, 1883,<br>to Oct. 6, 1890.                                                                                               |
| 1883 .....     | 1,148,709                       | 37.75                 |                                                                                                                                                   |
| 1884 .....     | 996,983                         | 30.75                 |                                                                                                                                                   |
| 1885 .....     | 959,471                         | 28.50                 |                                                                                                                                                   |
| 1886 .....     | 1,574,703                       | 34.50                 |                                                                                                                                                   |
| 1887 .....     | 2,101,904                       | 37.08                 | \$13.44 from Oct. 6, 1890, to<br>Aug. 28, 1894.                                                                                                   |
| 1888 .....     | 1,386,277                       | 29.83                 |                                                                                                                                                   |
| 1889 .....     | 1,510,057                       | 29.25                 |                                                                                                                                                   |
| 1890 .....     | 1,867,837                       | 31.75                 |                                                                                                                                                   |
| 1891 .....     | 1,293,053                       | 29.92                 |                                                                                                                                                   |
| 1892 .....     | 1,537,588                       | 30.00                 | \$7.84 from Aug. 28, 1894.                                                                                                                        |
| 1893 .....     | 1,129,400                       | 28.12                 |                                                                                                                                                   |
| 1894 .....     | 1,016,013                       | 24.00                 |                                                                                                                                                   |
| 1895 .....     | 1,299,628                       | 24.33                 |                                                                                                                                                   |
| 1896 .....     | .....                           | 28.00                 |                                                                                                                                                   |

The lowest average annual price at which Bessemer steel rails have been sold in this country was reached in 1894, namely, \$24, but sales were made at still lower figures in 1895, the price for several months remaining at \$22.

ANNUAL AVERAGE PRICES OF PIG IRON IN THE UNITED STATES IN GROSS TONS.

| Year.     | No. 1 foundry pig iron,<br>at Philadelphia. | Year.     | No. 1 foundry pig iron,<br>at Philadelphia. | Year.     | No. 1 foundry pig iron,<br>at Philadelphia. | Year.     | No. 1 foundry pig iron,<br>at Philadelphia. |
|-----------|---------------------------------------------|-----------|---------------------------------------------|-----------|---------------------------------------------|-----------|---------------------------------------------|
| 1842..... | \$25.60                                     | 1851..... | \$21.38                                     | 1859..... | \$23.38                                     | 1867..... | \$44.12                                     |
| 1844..... | 25.75                                       | 1852..... | 22.63                                       | 1860..... | 22.75                                       | 1868..... | 39.25                                       |
| 1845..... | 29.25                                       | 1853..... | 36.12                                       | 1861..... | 20.25                                       | 1869..... | 40.63                                       |
| 1846..... | 27.88                                       | 1854..... | 36.88                                       | 1862..... | 23.88                                       | 1870..... | 33.25                                       |
| 1847..... | 30.25                                       | 1855..... | 27.75                                       | 1863..... | 35.25                                       | 1871..... | 35.12                                       |
| 1848..... | 26.50                                       | 1856..... | 27.12                                       | 1864..... | 59.25                                       | 1872..... | 48.88                                       |
| 1849..... | 22.75                                       | 1857..... | 26.38                                       | 1865..... | 46.12                                       |           |                                             |
| 1850..... | 20.88                                       | 1858..... | 22.25                                       | 1866..... | 46.88                                       |           |                                             |



ANNUAL AVERAGE PRICES OF PIG IRON IN THE UNITED STATES IN GROSS TONS—  
Continued.

| Year. | No. 1 foundry pig iron, at Philadelphia. | Gray forge pig iron, at Philadelphia. | Gray forge pig iron, lake ore, at Pittsburgh. | Bessemer pig iron, at Pittsburgh. | Year. | No. 1 foundry pig iron, at Philadelphia. | Gray forge pig iron, at Philadelphia. | Gray forge pig iron, lake ore, at Pittsburgh. | Bessemer pig iron, at Pittsburgh. |
|-------|------------------------------------------|---------------------------------------|-----------------------------------------------|-----------------------------------|-------|------------------------------------------|---------------------------------------|-----------------------------------------------|-----------------------------------|
| 1873  | \$42.75                                  | .....                                 | \$35.80                                       | .....                             | 1885  | \$18.00                                  | \$15.58                               | \$15.27                                       | .....                             |
| 1874  | 30.25                                    | .....                                 | 27.16                                         | .....                             | 1886  | 18.71                                    | 16.40                                 | 16.58                                         | \$18.96                           |
| 1875  | 25.50                                    | .....                                 | 23.67                                         | .....                             | 1887  | 20.92                                    | 17.79                                 | 19.02                                         | 21.37                             |
| 1876  | 22.25                                    | .....                                 | 21.74                                         | .....                             | 1888  | 18.88                                    | 16.21                                 | 15.99                                         | 17.38                             |
| 1877  | 18.88                                    | .....                                 | 20.60                                         | .....                             | 1889  | 17.75                                    | 15.48                                 | 15.37                                         | 18.00                             |
| 1878  | 17.63                                    | .....                                 | 18.09                                         | .....                             | 1890  | 18.40                                    | 15.82                                 | 15.78                                         | 18.85                             |
| 1879  | 21.50                                    | .....                                 | 22.15                                         | .....                             | 1891  | 17.52                                    | 14.52                                 | 14.06                                         | 15.95                             |
| 1880  | 28.50                                    | .....                                 | 27.98                                         | .....                             | 1892  | 15.75                                    | 13.54                                 | 12.81                                         | 14.37                             |
| 1881  | 25.12                                    | .....                                 | 22.94                                         | .....                             | 1893  | 14.52                                    | 12.73                                 | 11.77                                         | 12.87                             |
| 1882  | 25.75                                    | \$22.60                               | 23.84                                         | .....                             | 1894  | 12.66                                    | 10.73                                 | 9.75                                          | 11.38                             |
| 1883  | 22.38                                    | 19.33                                 | 19.04                                         | .....                             | 1895  | 13.10                                    | 11.49                                 | 10.94                                         | 12.72                             |
| 1884  | 19.88                                    | 17.71                                 | 17.17                                         | .....                             | 1896  | 12.95                                    | 11.09                                 | 10.39                                         | 12.14                             |

## VALUE OF THE PIG IRON PRODUCED IN THE UNITED STATES, IN GROSS TONS.

For 1880 the figures given in the following table are for the census year ending on May 31; for the remainder of the table they are for calendar years:

| Year. | Production. | Value.       | Year. | Production. | Value.        |
|-------|-------------|--------------|-------|-------------|---------------|
| 1880  | 3,375,912   | \$89,315,569 | 1888  | 6,489,738   | \$107,000,000 |
| 1881  | 4,144,254   | 87,029,334   | 1889  | 7,603,642   | 120,000,000   |
| 1882  | 4,623,323   | 106,336,429  | 1890  | 9,202,703   | 151,200,410   |
| 1883  | 4,595,510   | 91,910,200   | 1891  | 8,279,870   | 128,337,985   |
| 1884  | 4,097,868   | 73,761,624   | 1892  | 9,157,000   | 131,161,039   |
| 1885  | 4,044,526   | 64,712,400   | 1893  | 7,124,502   | 84,810,426    |
| 1886  | 5,683,329   | 95,195,760   | 1894  | 6,657,388   | 65,007,247    |
| 1887  | 6,417,148   | 121,925,800  | 1895  | 9,446,308   | 105,198,550   |

ANNUAL AVERAGE PRICES OF ROLLED IRON AND STEEL IN THE UNITED STATES  
FOR A LONG SERIES OF YEARS, IN GROSS TONS.

| Year. | Best refined rolled bar iron, from store, at Philadelphia. | Iron rails, at mills, in Pennsylvania. | Best refined bar iron, at Pittsburgh. | Steel billets, at mills, at Pittsburgh. | Year. | Best refined rolled bar iron, from store, at Philadelphia. | Iron rails, at mills, in Pennsylvania. | Best refined bar iron, at Pittsburgh. | Steel billets, at mills, at Pittsburgh. |
|-------|------------------------------------------------------------|----------------------------------------|---------------------------------------|-----------------------------------------|-------|------------------------------------------------------------|----------------------------------------|---------------------------------------|-----------------------------------------|
| 1844  | \$85.62                                                    | .....                                  | .....                                 | .....                                   | 1870  | \$78.96                                                    | \$72.25                                | .....                                 | .....                                   |
| 1845  | 93.75                                                      | .....                                  | .....                                 | .....                                   | 1871  | 78.54                                                      | 70.38                                  | .....                                 | .....                                   |
| 1846  | 91.66                                                      | .....                                  | .....                                 | .....                                   | 1872  | 97.63                                                      | 85.13                                  | .....                                 | .....                                   |
| 1847  | 86.04                                                      | \$69.00                                | .....                                 | .....                                   | 1873  | 86.43                                                      | 76.67                                  | .....                                 | .....                                   |
| 1848  | 79.33                                                      | 62.25                                  | .....                                 | .....                                   | 1874  | 67.95                                                      | 58.75                                  | .....                                 | .....                                   |
| 1849  | 67.50                                                      | 53.88                                  | .....                                 | .....                                   | 1875  | 60.85                                                      | 47.75                                  | .....                                 | .....                                   |
| 1850  | 59.54                                                      | 47.88                                  | .....                                 | .....                                   | 1876  | 52.08                                                      | 41.25                                  | .....                                 | .....                                   |
| 1851  | 54.66                                                      | 45.63                                  | .....                                 | .....                                   | 1877  | 45.55                                                      | 35.25                                  | .....                                 | .....                                   |
| 1852  | 58.79                                                      | 48.38                                  | .....                                 | .....                                   | 1878  | 44.24                                                      | 33.75                                  | .....                                 | .....                                   |
| 1853  | 83.50                                                      | 77.25                                  | .....                                 | .....                                   | 1879  | 51.85                                                      | 41.25                                  | .....                                 | .....                                   |
| 1854  | 91.33                                                      | 80.13                                  | .....                                 | .....                                   | 1880  | 60.38                                                      | 49.25                                  | .....                                 | .....                                   |
| 1855  | 74.58                                                      | 62.88                                  | .....                                 | .....                                   | 1881  | 58.05                                                      | 47.13                                  | .....                                 | .....                                   |
| 1856  | 73.75                                                      | 64.38                                  | .....                                 | .....                                   | 1882  | 61.41                                                      | 45.50                                  | \$54.51                               | .....                                   |
| 1857  | 71.04                                                      | 64.25                                  | .....                                 | .....                                   | 1883  | 50.30                                                      | .....                                  | 44.24                                 | .....                                   |
| 1858  | 62.29                                                      | 50.00                                  | .....                                 | .....                                   | 1884  | 44.05                                                      | .....                                  | 38.45                                 | .....                                   |
| 1859  | 60.00                                                      | 49.38                                  | .....                                 | .....                                   | 1885  | 40.32                                                      | .....                                  | 36.59                                 | .....                                   |
| 1860  | 58.75                                                      | 48.00                                  | .....                                 | .....                                   | 1886  | 43.12                                                      | .....                                  | 38.08                                 | \$31.75                                 |
| 1861  | 60.83                                                      | 42.38                                  | .....                                 | .....                                   | 1887  | 49.37                                                      | .....                                  | 43.59                                 | 32.55                                   |
| 1862  | 70.42                                                      | 41.75                                  | .....                                 | .....                                   | 1888  | 44.99                                                      | .....                                  | 39.67                                 | 28.78                                   |
| 1863  | 91.04                                                      | 76.88                                  | .....                                 | .....                                   | 1889  | 43.40                                                      | .....                                  | 38.30                                 | 29.45                                   |
| 1864  | 146.46                                                     | 126.00                                 | .....                                 | .....                                   | 1890  | 45.92                                                      | .....                                  | 41.25                                 | 30.32                                   |
| 1865  | 106.38                                                     | 98.63                                  | .....                                 | .....                                   | 1891  | 42.56                                                      | .....                                  | 38.38                                 | 25.32                                   |
| 1866  | 98.13                                                      | 86.75                                  | .....                                 | .....                                   | 1892  | 41.81                                                      | .....                                  | 36.79                                 | 23.63                                   |
| 1867  | 87.08                                                      | 83.13                                  | .....                                 | .....                                   | 1893  | 38.08                                                      | .....                                  | 33.53                                 | 20.44                                   |
| 1868  | 85.63                                                      | 78.88                                  | .....                                 | .....                                   | 1894  | 29.96                                                      | .....                                  | 26.86                                 | 16.58                                   |
| 1869  | 81.66                                                      | 77.25                                  | .....                                 | .....                                   | 1895  | 32.29                                                      | .....                                  | 28.09                                 | 18.48                                   |



## AVERAGE YEARLY PRICES OF RUSSIA SHEET IRON FROM 1869 TO 1895.

The following table gives the average yearly prices, per pound, of Russia sheet iron from 1869 to 1895, as charged by American importers:

| Year.     | Price.               | Year.     | Price.               | Year.     | Price.               | Year.     | Price.            |
|-----------|----------------------|-----------|----------------------|-----------|----------------------|-----------|-------------------|
| 1869..... | \$0.15 $\frac{3}{4}$ | 1876..... | \$0.13 $\frac{1}{4}$ | 1883..... | \$0.11 $\frac{3}{4}$ | 1890..... | \$0.10            |
| 1870..... | .13 $\frac{1}{2}$    | 1877..... | .11 $\frac{1}{2}$    | 1884..... | .11                  | 1891..... | .10 $\frac{1}{2}$ |
| 1871..... | .15                  | 1878..... | .11 $\frac{1}{4}$    | 1885..... | .10 $\frac{3}{4}$    | 1892..... | .11 $\frac{3}{4}$ |
| 1872..... | .21                  | 1879..... | .13                  | 1886..... | .10 $\frac{1}{4}$    | 1893..... | .11 $\frac{3}{4}$ |
| 1873..... | .21                  | 1880..... | .12 $\frac{3}{4}$    | 1887..... | .09 $\frac{1}{2}$    | 1894..... | .10 $\frac{3}{4}$ |
| 1874..... | .18 $\frac{1}{2}$    | 1881..... | .11                  | 1888..... | .09 $\frac{1}{2}$    | 1895..... | .08 $\frac{3}{4}$ |
| 1875..... | .15 $\frac{3}{4}$    | 1882..... | .11 $\frac{3}{4}$    | 1889..... | .09 $\frac{1}{2}$    |           |                   |

## PRICES OF TWO GRADES OF AMERICAN AND BRITISH PIG IRON.

| Year.     | Gray forge,<br>at<br>Pittsburg. | No. 1 found-<br>ry, at Phil-<br>adelphia. | Cleveland<br>pig iron,<br>f. o. b. | West Coast<br>Bessemer,<br>f. o. b. |
|-----------|---------------------------------|-------------------------------------------|------------------------------------|-------------------------------------|
|           |                                 |                                           | £ s. d.                            | £ s. d.                             |
| 1873..... | \$35.80                         | \$42.75                                   | 5 15 0                             | 8 9 3                               |
| 1874..... | 27.16                           | 30.25                                     | 3 15 6                             | 5 9 7                               |
| 1875..... | 23.67                           | 25.50                                     | 3 0 0                              | 4 1 7                               |
| 1876..... | 21.74                           | 22.25                                     | 2 13 0                             | 3 14 2                              |
| 1877..... | 20.60                           | 18.88                                     | 2 5 6                              | 3 12 9                              |
| 1878..... | 18.09                           | 17.63                                     | 2 2 3                              | 3 0 0                               |
| 1879..... | 22.15                           | 21.50                                     | 2 1 2                              | 2 17 6                              |
| 1880..... | 27.98                           | 28.50                                     | 2 10 6                             | 4 4 6                               |
| 1881..... | 22.94                           | 25.12                                     | 1 19 2                             | 3 1 2                               |
| 1882..... | 23.81                           | 25.75                                     | 2 3 6                              | 2 18 6                              |
| 1883..... | 19.04                           | 22.38                                     | 1 19 6                             | 2 11 9                              |
| 1884..... | 17.17                           | 19.88                                     | 1 16 8                             | 2 6 10                              |
| 1885..... | 15.27                           | 18.00                                     | 1 13 0                             | 2 4 6                               |
| 1886..... | 16.58                           | 18.71                                     | 1 10 8                             | 2 3 7                               |
| 1887..... | 19.02                           | 20.92                                     | 1 14 2                             | 2 6 2                               |
| 1888..... | 15.99                           | 18.88                                     | 1 12 9                             | 2 4 8                               |
| 1889..... | 15.37                           | 17.75                                     | 2 3 7                              | 2 12 3                              |
| 1890..... | 15.78                           | 18.40                                     | 2 7 11                             | .....                               |
| 1891..... | 14.06                           | 17.52                                     | 2 0 1                              | .....                               |
| 1892..... | 12.81                           | 15.75                                     | 1 18 7                             | 2 9 7                               |
| 1893..... | 11.77                           | 14.52                                     | 1 14 11                            | 2 6 0                               |
| 1894..... | 9.75                            | 12.66                                     | 1 15 10                            | 2 5 6                               |
| 1895..... | 10.94                           | 13.10                                     | 1 16 3                             | 2 6 6                               |

## WHOLESALE PRICES OF CUT NAILS IN THE UNITED STATES.

Early in 1893 the base price and schedule of extras of cut nails were changed to correspond with the wire-nail schedule. A comparison of prices since 1893 with those for 1892 and previous years would therefore be misleading.

| Year.     | Price. | Year.     | Price. | Year.     | Price. | Year.     | Price. |
|-----------|--------|-----------|--------|-----------|--------|-----------|--------|
| 1835..... | \$6.00 | 1851..... | \$3.28 | 1867..... | \$5.92 | 1883..... | \$3.06 |
| 1836..... | 6.00   | 1852..... | 3.13   | 1868..... | 5.17   | 1884..... | 2.39   |
| 1837..... | 6.00   | 1853..... | 4.85   | 1869..... | 4.87   | 1885..... | 2.33   |
| 1838..... | 6.00   | 1854..... | 4.76   | 1870..... | 4.40   | 1886..... | 2.27   |
| 1839..... | 6.12   | 1855..... | 4.10   | 1871..... | 4.52   | 1887..... | 2.30   |
| 1840..... | 5.50   | 1856..... | 3.92   | 1872..... | 5.46   | 1888..... | 2.03   |
| 1841..... | 5.25   | 1857..... | 3.72   | 1873..... | 4.90   | 1889..... | 2.00   |
| 1842..... | 4.75   | 1858..... | 3.53   | 1874..... | 3.99   | 1890..... | 2.00   |
| 1843..... | 4.25   | 1859..... | 3.86   | 1875..... | 3.42   | 1891..... | 1.86   |
| 1844..... | 4.50   | 1860..... | 3.13   | 1876..... | 2.98   | 1892..... | 1.83   |
| 1845..... | 4.75   | 1861..... | 2.75   | 1877..... | 2.57   | 1893..... | 1.44   |
| 1846..... | 4.50   | 1862..... | 3.47   | 1878..... | 2.31   | 1894..... | 1.08   |
| 1847..... | 4.50   | 1863..... | 5.13   | 1879..... | 2.69   | 1895..... | 1.56   |
| 1848..... | 4.25   | 1864..... | 7.85   | 1880..... | 3.68   | 1896..... | 2.36   |
| 1849..... | 4.00   | 1865..... | 7.08   | 1881..... | 3.09   |           |        |
| 1850..... | 3.71   | 1866..... | 6.97   | 1882..... | 3.47   |           |        |



## PRICES OF STANDARD SIZES OF WIRE NAILS AT CHICAGO.

The following table gives the average monthly base prices of standard sizes of wire nails, per keg of 100 pounds, in carload lots, free on board at Chicago. Regular quotations for standard wire nails were not made until 1886.

| Month.          | 1886.  | 1887.  | 1888.  | 1889.  | 1890.  | 1891.  | 1892.  | 1893.  | 1894.  | 1895.  |
|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| January .....   |        | \$3.50 | \$2.70 | \$2.55 | \$2.90 | \$2.22 | \$1.82 | \$1.57 | \$1.17 | \$0.95 |
| February .....  |        | 3.65   | 2.60   | 2.40   | 2.95   | 2.27   | 1.87   | 1.55   | 1.20   | .95    |
| March .....     |        | 3.65   | 2.65   | 2.35   | 2.75   | 2.22   | 1.85   | 1.65   | 1.15   | 1.00   |
| April .....     |        | 3.45   | 2.70   | 2.35   | 2.40   | 2.12   | 1.75   | 1.65   | 1.00   | .95    |
| May .....       |        | 3.20   | 2.60   | 2.30   | 2.30   | 2.05   | 1.70   | 1.60   | 1.07   | 1.10   |
| June .....      |        | 3.00   | 2.50   | 2.30   | 2.40   | 2.02   | 1.57   | 1.50   | 1.20   | 1.50   |
| July .....      |        | 2.95   | 2.35   | 2.30   | 2.40   | 2.07   | 1.70   | 1.47   | 1.20   | 1.95   |
| August .....    |        | 3.00   | 2.45   | 2.25   | 2.50   | 2.02   | 1.70   | 1.47   | 1.15   | 2.20   |
| September ..... | \$3.50 | 3.00   | 2.55   | 2.35   | 2.55   | 2.00   | 1.67   | 1.47   | 1.10   | 2.40   |
| October .....   | 3.50   | 2.90   | 2.55   | 2.55   | 2.40   | 1.90   | 1.57   | 1.40   | 1.05   | 2.40   |
| November .....  | 3.55   | 2.75   | 2.55   | 3.15   | 2.30   | 1.85   | 1.60   | 1.30   | 1.05   | 2.42   |
| December .....  | 3.50   | 2.75   | 2.40   | 3.00   | 2.25   | 1.80   | 1.60   | 1.27   | 1.00   | 2.42   |
| Average .....   | 3.51   | 3.15   | 2.55   | 2.49   | 2.51   | 2.04   | 1.70   | 1.49   | 1.11   | 1.69   |

## PRICES OF WIRE NAILS OF SMALL SIZE IN THE UNITED STATES.

The following table gives the average yearly wholesale net prices of wire nails per keg of 100 pounds from 1877 to 1895. The prices are for nails  $1\frac{1}{4}$  inches long, made from No. 16 wire, and have been furnished by the American Wire Nail Company, of Anderson, Ind. The quotations on this size can be carried much further back than for the larger sizes.

| Year.     | Price.  | Year.     | Price. | Year.     | Price. | Year.     | Price. |
|-----------|---------|-----------|--------|-----------|--------|-----------|--------|
| 1877..... | \$12.14 | 1882..... | \$9.75 | 1887..... | \$5.51 | 1892..... | \$3.43 |
| 1878..... | 10.85   | 1883..... | 9.38   | 1888..... | 5.39   | 1893..... | 3.10   |
| 1879..... | 10.23   | 1884..... | 7.00   | 1889..... | 4.75   | 1894..... | 2.93   |
| 1880..... | 10.40   | 1885..... | 5.91   | 1890..... | 4.60   | 1895..... | 3.81   |
| 1881..... | 9.94    | 1886..... | 6.32   | 1891..... | 3.99   |           |        |

## PRICES OF PLANISHED OR AMERICAN-RUSSIA SHEET IRON.

The following table gives the average yearly prices per pound charged by the manufacturers for planished or American-Russia sheet iron:

| Year.     | Best grade.          | Second grade.        | Year.     | Best grade. | Second grade.     | Year.     | Best grade. | Second grade.        |
|-----------|----------------------|----------------------|-----------|-------------|-------------------|-----------|-------------|----------------------|
| 1878..... | \$0.09 $\frac{1}{2}$ | \$0.08 $\frac{1}{2}$ | 1884..... | \$0.09      | \$0.08            | 1890..... | \$0.08      | \$0.07 $\frac{1}{2}$ |
| 1879..... | .09                  | .08                  | 1885..... | .08         | .07 $\frac{1}{2}$ | 1891..... | .08         | .07 $\frac{1}{2}$    |
| 1880..... | .09 $\frac{1}{2}$    | .08 $\frac{1}{2}$    | 1886..... | .08         | .07 $\frac{1}{2}$ | 1892..... | .08         | .07 $\frac{1}{2}$    |
| 1881..... | .09                  | .08                  | 1887..... | .08         | .07 $\frac{1}{2}$ | 1893..... | .08         | .07 $\frac{1}{2}$    |
| 1882..... | .09                  | .08                  | 1888..... | .08         | .07 $\frac{1}{2}$ | 1894..... | .08         | .07 $\frac{1}{2}$    |
| 1883..... | .09                  | .08                  | 1889..... | .08         | .07 $\frac{1}{2}$ | 1895..... | .08         | .07 $\frac{1}{2}$    |



## QUOTED PRICES OF FOREIGN TIN PLATES AT NEW YORK.

The following table gives the quoted wholesale prices, per box of "full weight," 108 pounds, imported coke Bessemer tin plates, I. C., 14 by 20, at New York, freight and duty paid, from January, 1890, to December, 1896:

| Month.         | Price. | Month.          | Price. | Month.          | Price. |
|----------------|--------|-----------------|--------|-----------------|--------|
| 1890.          |        | 1892—Continued. |        | 1894—Continued. |        |
| January.....   | \$4.72 | May.....        | \$5.30 | September.....  | \$5.10 |
| February.....  | 4.61   | June.....       | 5.29   | October.....    | 4.09   |
| March.....     | 4.46   | July.....       | 5.25   | November.....   | 4.10   |
| April.....     | 4.42   | August.....     | 5.21   | December.....   | 4.00   |
| May.....       | 4.42   | September.....  | 5.20   |                 |        |
| June.....      | 4.43   | October.....    | 5.27   | 1895.           |        |
| July.....      | 4.49   | November.....   | 5.45   | January.....    | 3.96   |
| August.....    | 4.66   | December.....   | 5.49   | February.....   | 3.87   |
| September..... | 5.17   |                 |        | March.....      | 3.80   |
| October.....   | 5.49   | 1893.           |        | April.....      | 3.80   |
| November.....  | 5.44   | January.....    | 5.35   | May.....        | 3.80   |
| December.....  | 5.24   | February.....   | 5.35   | June.....       | 3.80   |
| 1891.          |        | March.....      | 5.44   | July.....       | 3.82   |
| January.....   | 5.35   | April.....      | 5.50   | August.....     | 3.90   |
| February.....  | 5.47   | May.....        | 5.50   | September.....  | 3.95   |
| March.....     | 5.36   | June.....       | 5.41   | October.....    | 4.00   |
| April.....     | 5.26   | July.....       | 5.31   | November.....   | 3.95   |
| May.....       | 5.17   | August.....     | 5.30   | December.....   | 3.82   |
| June.....      | 5.35   | September.....  | 5.26   |                 |        |
| July.....      | 5.28   | October.....    | 5.37   | 1896.           |        |
| August.....    | 5.39   | November.....   | 5.35   | January.....    | 3.86   |
| September..... | 5.43   | December.....   | 5.32   | February.....   | 3.88   |
| October.....   | 5.37   |                 |        | March.....      | 3.85   |
| November.....  | 5.31   | 1894.           |        | April.....      | 3.80   |
| December.....  | 5.30   | January.....    | 5.27   | May.....        | 3.72   |
| 1892.          |        | February.....   | 5.22   | June.....       | 3.70   |
| January.....   | 5.30   | March.....      | 5.20   | July.....       | 3.70   |
| February.....  | 5.30   | April.....      | 5.19   | August.....     | 3.70   |
| March.....     | 5.30   | May.....        | 5.15   | September.....  | 3.82   |
| April.....     | 5.30   | June.....       | 5.14   | October.....    | 3.80   |
|                |        | July.....       | 5.12   | November.....   | 3.87   |
|                |        | August.....     | 5.12   | December.....   | 3.90   |

## AVERAGE ANNUAL PRICES PAID FOR TIN PLATES AT NEW YORK.

The following table gives the average annual prices actually paid at New York, per box of 108 pounds, for an average grade of Melyn charcoal tin plates and an average grade of Grafton or J. B. coke tin plates:

| Year.     | Charcoal. | Coke.  | Year.     | Charcoal. | Coke.  | Year.     | Charcoal. | Coke.  |
|-----------|-----------|--------|-----------|-----------|--------|-----------|-----------|--------|
| 1879..... | \$7.25    | \$6.25 | 1885..... | \$5.35    | \$4.40 | 1891..... | \$6.20    | \$5.30 |
| 1880..... | 8.00      | 6.75   | 1886..... | 5.25      | 4.30   | 1892..... | 6.06      | 5.34   |
| 1881..... | 6.40      | 5.45   | 1887..... | 5.50      | 4.60   | 1893..... | 5.87      | 5.15   |
| 1882..... | 6.20      | 5.30   | 1888..... | 5.45      | 4.55   | 1894..... | 5.13      | 4.57   |
| 1883..... | 6.00      | 5.10   | 1889..... | 5.45      | 4.55   | 1895..... | 4.39      | 3.66   |
| 1884..... | 5.65      | 4.70   | 1890..... | 6.05      | 5.15   | 1896..... | 4.45      | 3.63   |



WHOLESALE PRICES OF VARIOUS TIN UTENSILS IN THE UNITED STATES FROM  
1884 TO 1896.

| July—     | Tincups, 1-pint,<br>per gross. | Water buckets,<br>10-quart, per<br>gross. | Coffee pots, 2-<br>quart, per<br>gross. | Covered buck-<br>ets, 2-quart,<br>per gross. | Pie plates, 9-<br>inch, per<br>gross. | Dairy pans, 6-<br>quart, per<br>gross. | Rinsing pans,<br>14-quart, per<br>gross. | Stamped sauce<br>pans, 5-quart,<br>per gross. | Dripping pans,<br>sheet-iron, per<br>pound. |
|-----------|--------------------------------|-------------------------------------------|-----------------------------------------|----------------------------------------------|---------------------------------------|----------------------------------------|------------------------------------------|-----------------------------------------------|---------------------------------------------|
| 1884..... | \$2.60                         | \$18.00                                   | \$12.50                                 | \$7.50                                       | \$2.75                                | \$9.00                                 | \$31.80                                  | \$24.00                                       | \$0.07                                      |
| 1885..... | 2.38                           | 17.00                                     | 11.75                                   | 7.25                                         | 2.50                                  | 8.00                                   | 24.50                                    | 20.00                                         | .06                                         |
| 1886..... | 2.35                           | 16.50                                     | 11.00                                   | 7.00                                         | 2.40                                  | 7.20                                   | 24.00                                    | 17.35                                         | .05½                                        |
| 1887..... | 2.35                           | 16.50                                     | 11.00                                   | 7.00                                         | 2.25                                  | 6.72                                   | 23.52                                    | 16.50                                         | .06½                                        |
| 1888..... | 2.30                           | 15.50                                     | 10.50                                   | 6.75                                         | 2.40                                  | 6.72                                   | 23.50                                    | 16.50                                         | .06                                         |
| 1889..... | 2.25                           | 15.50                                     | 10.00                                   | 6.75                                         | 2.25                                  | 6.50                                   | 22.50                                    | 16.00                                         | .05                                         |
| 1890..... | 2.20                           | 15.00                                     | 9.75                                    | 6.50                                         | 2.35                                  | 6.39                                   | 22.76                                    | 15.21                                         | .05                                         |
| 1891..... | 2.40                           | 16.50                                     | 10.50                                   | 7.25                                         | 2.85                                  | 7.40                                   | 24.70                                    | 16.44                                         | .04¾                                        |
| 1892..... | 2.25                           | 16.00                                     | 10.25                                   | 7.00                                         | 2.75                                  | 7.10                                   | 23.52                                    | 15.62                                         | .04¾                                        |
| 1893..... | 2.25                           | 15.00                                     | 10.25                                   | 6.85                                         | 2.70                                  | 7.06                                   | 21.75                                    | 15.21                                         | .04¾                                        |
| 1894..... | 2.10                           | 14.50                                     | 9.50                                    | 6.75                                         | 2.50                                  | 6.72                                   | 20.58                                    | 14.06                                         | .04¾                                        |
| 1895..... | 1.75                           | 12.00                                     | 8.75                                    | 5.50                                         | 2.15                                  | 5.75                                   | 18.11                                    | 11.99                                         | .03¾                                        |
| 1896..... | 1.70                           | 11.50                                     | 8.50                                    | 5.40                                         | 2.15                                  | 5.72                                   | 19.06                                    | 11.99                                         | .03¾                                        |

TOTAL PRODUCTION OF COAL IN THE UNITED STATES IN GROSS TONS.

The following table gives the production of all kinds of coal in the United States in the census years 1870 and 1880, ending on May 31 of each year; in the census year 1889, ending on December 31 of that year, and in the calendar years from 1881 to 1888 and from 1890 to 1895. Authentic statistics for earlier years are not available.

| Year.          | Pennsylvania<br>anthracite. | Bituminous<br>and all other. | Total.      |
|----------------|-----------------------------|------------------------------|-------------|
| Census year—   |                             |                              |             |
| 1870.....      | 13,973,460                  | 15,369,120                   | 29,342,580  |
| 1880.....      | 25,572,160                  | 38,250,670                   | 63,822,830  |
| Calendar year— |                             |                              |             |
| 1881.....      | 28,500,016                  | 48,365,341                   | 76,865,357  |
| 1882.....      | 31,358,264                  | 60,861,190                   | 92,219,454  |
| 1883.....      | 34,336,469                  | 68,531,500                   | 102,867,969 |
| 1884.....      | 33,175,756                  | 73,730,539                   | 106,906,295 |
| 1885.....      | 34,228,548                  | 64,840,668                   | 99,069,216  |
| 1886.....      | 34,853,077                  | 65,810,676                   | 100,663,753 |
| 1887.....      | 37,578,747                  | 78,470,857                   | 116,049,604 |
| 1888.....      | 41,624,611                  | 91,106,998                   | 132,731,609 |
| 1889.....      | 40,665,152                  | 85,432,628                   | 126,097,780 |
| 1890.....      | 41,489,858                  | 99,392,871                   | 140,882,729 |
| 1891.....      | 45,236,992                  | 105,268,962                  | 150,505,954 |
| 1892.....      | 46,850,450                  | 113,264,792                  | 160,115,242 |
| 1893.....      | 48,185,306                  | 114,629,671                  | 162,814,977 |
| 1894.....      | 46,358,144                  | 106,089,647                  | 152,447,791 |
| 1895.....      | 51,785,122                  | 120,641,244                  | 172,426,366 |

THE WORLD'S PRODUCTION OF IRON ORE AND COAL.

The following tables give the production of iron ore, coal, pig iron, and steel in all countries in the latest years for which complete statistics are available. Tons of 2,240 pounds are used in giving the production of the United States, Great Britain, Canada, and other countries, and metric tons of 2,204 pounds are used for all the continental countries of Europe:

| Country.                             | Iron ore. |            | Coal and lignite. |             |
|--------------------------------------|-----------|------------|-------------------|-------------|
|                                      | Year.     | Tons.      | Year.             | Tons.       |
| United States.....                   | 1895      | 15,957,614 | 1895              | 172,426,366 |
| Great Britain.....                   | 1895      | 12,615,414 | 1895              | 189,661,362 |
| Germany and Luxemburg.....           | 1895      | 12,349,600 | 1895              | 103,957,639 |
| France.....                          | 1894      | 3,772,101  | 1895              | 28,236,039  |
| Belgium.....                         | 1895      | 312,637    | 1895              | 20,450,604  |
| Austria and Hungary.....             | 1895      | 2,409,584  | 1895              | 32,697,771  |
| Russia.....                          | 1894      | 2,487,225  | 1895              | 9,079,138   |
| Sweden.....                          | 1895      | 1,904,662  | 1895              | 223,652     |
| Spain.....                           | 1895      | 5,514,339  | 1895              | 1,783,783   |
| Italy.....                           | 1895      | 183,371    | 1895              | 305,321     |
| Canada.....                          | 1895      | 91,783     | 1895              | 3,136,164   |
| Cuba and other countries.....        | 1895      | 1,386,044  | 1895              | 17,500,000  |
| Total.....                           |           | 58,984,374 |                   | 579,457,839 |
| Percentage of the United States..... |           | 27.05      |                   | 29.75       |



## THE WORLD'S PRODUCTION OF PIG IRON AND STEEL.

| Country.                             | Pig iron. |            | Steel. |            |
|--------------------------------------|-----------|------------|--------|------------|
|                                      | Year.     | Tons.      | Year.  | Tons.      |
| United States.....                   | 1895      | 9,446,308  | 1895   | 6,114,834  |
| Great Britain.....                   | 1895      | 7,703,459  | 1895   | 3,359,962  |
| Germany and Luxemburg.....           | 1895      | 5,464,501  | 1895   | 3,962,775  |
| France.....                          | 1895      | 2,005,889  | 1895   | 716,931    |
| Belgium.....                         | 1895      | 829,234    | 1895   | 367,917    |
| Austria and Hungary.....             | 1895      | 1,122,175  | 1895   | 780,630    |
| Russia.....                          | 1895      | 1,454,325  | 1895   | 574,112    |
| Sweden.....                          | 1895      | 462,930    | 1895   | 197,830    |
| Spain.....                           | 1895      | 206,452    | 1895   | 73,254     |
| Italy.....                           | 1895      | 9,213      | 1895   | 50,314     |
| Canada.....                          | 1895      | 37,829     | 1895   | 17,000     |
| Other countries.....                 | 1895      | 125,000    | 1895   | 5,000      |
| Total.....                           |           | 28,867,315 |        | 16,220,559 |
| Percentage of the United States..... |           | 32.72      |        | 37.69      |

The percentage of iron ore produced by the United States is seen by these tables to have been 27.05; of coal, 29.75; of pig iron, 32.72; and of steel, 37.69.

## TOBACCO.

## THE EFFECT OF "REGIE" CONTRACTS, AND WHAT SHOULD BE DONE TO OFFSET THEM.

(By Hon. J. D. Clardy, a Representative from Kentucky.)

WASHINGTON, *January 12, 1897.*

## CHAIRMAN COMMITTEE ON WAYS AND MEANS:

Not being in the city during the recess of Congress, I failed to be present at the hearing before the committee on the subject of tobacco. I therefore ask that this brief statement be read and allowed to be printed in the hearings of your committee. The Eastern growers of tobacco no doubt were well represented, and as there is no similarity either in kinds or uses of tobacco grown in the Eastern States and the tobacco grown in the West, at least in the States which furnish most of the export tobacco, there need be no conflict in our discussion. The Eastern Representatives ask for higher duties, as a protection against imports from foreign countries. Representing the States which to find a market must export their tobacco, I ask consideration of your committee to the matter of removing the obstructions to the introduction and sale of American tobacco in foreign countries. Only in England and Germany have we a real free and open market for our tobacco. England puts a very large tariff tax upon our tobacco—76 cents on the pound—and still is our best market for certain types of our tobacco. Nearly all American "strips"—leaf tobacco with the stems taken out—are sold in England. Germany furnishes a market for much of our dark heavy shipping leaf. But in France, Italy, Spain, Austria, Hungary, and possibly in some other countries, the introduction and sale of our tobacco by individuals or firms—domestic or foreign—is positively prohibited. The purchase of foreign tobacco by these countries is purely a Government monopoly. Under what is known as "regie" contract—that is, contracts made by and for the Government—these countries, through the constituted Government officials, contract with individuals or firms, generally parties resident in the city of New York,



to furnish the amount (number of hogsheads of American tobacco the Governments wish to buy) at a stipulated price for their grades, known in the trade as A, B, and C. France, Italy, and Spain buy through these contractors, Austria and Hungary through their consuls, and in either case it is purely a Government monopoly; Government officials securing and selling the tobacco, either before or after it has been manufactured. This system shuts out all competition.

The contractors are few in number—generally three or four men controlling the contracts for these Governments—and, of course, with an abundant supply they get together and fix the price on all export grades, from which there is no appeal as all this tobacco must go into this trade or it can not be sold at all.

Now, the object of this effort on my part is to start an investigation of this matter and by friendly intercourse with these Governments seek in time to get them, for advantages offered them in the sale of their products to this country, to at least modify this method of supplying their wants so as to allow our dealers in tobacco, or our farmers, if they think proper to do so, to ship and sell tobacco in these countries as freely as other products are sold, under such customs duties or restrictions as they may see proper to impose.

That this may not appear to be a trivial matter, I desire to present a few figures to show the importance of this crop at least to Kentucky, Tennessee, Virginia, and Maryland, and especially to Kentucky, as that State produces about one-half of the tobacco grown in the United States.

| For the year 1895 Kentucky tobacco sold at—                        | Hogsheads.      |
|--------------------------------------------------------------------|-----------------|
| Louisville .....                                                   | 174, 885        |
| Cincinnati <sup>1</sup> .....                                      | 30, 000         |
| Hopkinsville <sup>1</sup> .....                                    | 20, 000         |
| Clarksville <sup>1</sup> .....                                     | 15, 000         |
| Paducah <sup>1</sup> .....                                         | 12, 000         |
| Mayfield <sup>1</sup> .....                                        | 5, 000          |
| Estimated bought loose and not resold in any of these markets..... | 20, 000         |
| <b>Total .....</b>                                                 | <b>276, 885</b> |

At 1,400 pounds to the hogshead, this equals 387,639,900 pounds.

I am unable to state accurately the amount of "regie" tobacco taken from Ohio, Maryland, and Virginia, but state, approximately, as the amount taken of Western tobacco, mostly from Kentucky and Tennessee, annually:

|                                             | Hogsheads. |
|---------------------------------------------|------------|
| France .....                                | 10, 000    |
| Italy .....                                 | 18, 000    |
| Spain .....                                 | 16, 000    |
| Hungary and Austria .....                   | 6, 000     |
| Making a total of 70,000,000 pounds or..... | 50, 000    |

Under Government monopoly this tobacco is sold at enormous profits, ranging from 200 to 800 per cent—France, for instance, realizing upon this article alone a revenue of many times its cost in this country, amounting annually to from \$60,000,000 to \$70,000,000. England does the same thing by a different method—not shutting off private shipments and sales, but by an enormous tariff of 76 cents per pound. This is at least ten times the cost of the tobacco in this country. It may be retorted that our tariff on tobacco is very high. On fine cigar wrappers it is \$1.50 to \$2.25 per pound, and lower grades 35 to 50 cents

<sup>1</sup> Estimated.



per pound; but when we come to compare the real market values of these tobaccos it will be seen that our seemingly high tariff sinks into insignificance when compared with the enormous duty imposed by England, our rate being from 73 to 198 per cent of the value, England's ten times the cost, or 1,000 per cent. Of course, open markets on the one hand and a lower duty would greatly increase the demand by lowering the price to consumers and correspondingly increasing the price to producers in this country.

The object sought, viz, open markets for our tobacco, kindly, gradually, but persistently carried to a successful issue would, in my judgment, bring greater benefits to the producers of this important farm product than all the legislation ever enacted in its interests.

The importance of the improvement of agriculture in methods of sale, of culture, and of prices for products can not be exaggerated. It is the basis of all industries. It furnishes three-fourths of all our exports. Upon its broad and stalwart shoulders rest the most vital interests of every class, of every calling, and, indeed, of every individual citizen of this great country. Without agriculture we could have no commerce, and of course would have no use for railroads or banks or other great institutions, which, under the benign influence and fostering care of a prosperous agriculture, are capable of bringing such great benefits and blessings to the human race. These things being true, it can not be said that any legislation which fosters and benefits agriculture is in any sense class legislation. Washington said "no greater good could come to any country than the improvement of its agriculture."

It seems to me that no more effective way can be devised to benefit the growers of export tobacco than to secure to them better facilities for selling their tobacco in these *regie* countries. It is stated in the report of the consul from Rheims, France, that "the state, having the monopoly of the tobacco trade, buys, manufactures, and sells every ounce of tobacco and every cigar used in France, with the exception of very few direct importations made by and for the benefit of private individuals from the different tobacco growing countries, hence statistics on the consumption, importation, and prices of this product are of little interest to our tobacco raisers or dealers, who, if they sell at all to France, must of necessity deal with the French Government through its special representatives, and by reason of the lack of competition must take or refuse the offers it may be pleased to make them." This quotation is given to show the full extent and scope of this monopoly. It is doubtless just as exclusive in the other *regie* countries. It has existed by frequent renewals in France since 1810, and now constitutes an important part of her revenue system. Bulletin No. 3 of the United States Department of Agriculture, on the World's Markets for American Products, gives the following statement of the French revenue on tobacco in 1892: Gross receipts, \$72,695,573; expenditures, \$12,730,859; net receipts, \$59,964,714. This shows a very large profit from a small investment, but when one party to a contract has the power to fix both the price for buying and the price at which the article shall be sold the amount of profit is a mere matter of judgment as to how low the price may be put without destroying the trade, or as to how high the purchaser can be induced to pay. This pressure has already been brought to bear on the producers of dark shipping or export tobacco until the price has fallen below the cost of production, and this is the crop upon which a large portion of the farmers of Kentucky and a part of Tennessee, Virginia, and Maryland, and especially the smaller farmers, depend for the money to pay their taxes, doctor's bills, and clothe



and educate their children. I have given a plain statement of the facts and present condition. The main question yet remains, What can be done to remedy the evil? Certainly one of the most important things to be done is to make the facts known and thus arouse public sentiment in favor of doing something. Probably not one Member of Congress in twenty knows that this particular product is thus discriminated against, and of course feels no interest in the matter. But interest must also be awakened in the regie countries. We can not expect them to change their revenue system unless we can show them it will be to their interest to do so. This may be done in two ways, first, by granting them special privileges as to their products to be sold in this country; or, second, by demanding the admission of our products to an open market, of course with such tariff restrictions as they may see proper to impose, as is done in England, and if this be refused shut off their products from sale in this country. This I understand the President now has authority to do under certain conditions.

What will your committee do? Will you pass this matter as of too little importance to demand your attention? I assure you it is a matter of very grave importance to many of your fellow-citizens. Agricultural products furnish about 75 per cent of the exports of this country. These great staple products, of which there is a large surplus, can not be protected by any sort of a tariff, but under our partial-protective system the producers of these products are compelled to bear the burdens of protection without participating in any of its benefits. We can not have a tariff, and do not ask, as some have suggested, a bounty. I believe the bounty system is even worse than the protective system, and must prove impracticable as a system, or result as all class legislation must, in a benefit to a few at the expense of the many. As a representative of a great agricultural section of our great country, I ask no tariff—no bounty—but come with the simple request that you lend your valued aid to secure as far as may be open markets in all countries for our tobacco and other products. There is no doubt but removing the obstructions to these foreign tobacco markets would double the demand and double the price to the producer, and still furnish tobacco to the consumer at a much lower price than he now pays. A few statistics will demonstrate this statement. We furnish to other countries over 300,000,000 pounds of tobacco. Of this amount England and Germany (both open-market countries) take 150,000,000 pounds, half the amount furnished to the world. An open and untrammelled world's market for our tobacco is the only panacea for our troubles, and I beg you gentlemen to do all you can to help us get it.

### **VIEWS OF THE TOBACCO GROWERS' OF NEW YORK STATE ON TARIFF REVISION.**

(By Mr. Michael Tobin, of Baldwinsville, N. Y.)

#### **COMMITTEE ON WAYS AND MEANS:**

When before your committee on January 4 last, at a hearing of the leaf-tobacco growers, cigar manufacturers, and jobbers, I promised to furnish you a brief containing the views of the New York State Tobacco Growers' Association as to the adjustment of the tariff relative to proper protection of the leaf-tobacco industry.

After due consultation with the officers and members of that association, I have been requested to present the case to your committee,



and we firmly believe that nothing less than the relief asked for will relieve them from present embarrassment. We submit that the importers and leaf-tobacco dealers, who have presented voluminous briefs to your committee, containing many farfetched and misleading statements, have really no more right to be heard in argument before your committee than any set of business men engaged in other business pursuits.

Therefore we shall not attempt to consume your valuable time in discussing the points set forth in their briefs, as we claim that the only ones to be personally affected by the change in the tariff laws on leaf tobacco are the manufacturers and growers, and that the benefits to be derived from any tariff legislation on leaf tobacco or cigars should be equally divided between those two branches of the trade. Such changes will affect only manufacturers and growers for the following reasons:

First. There are no exclusive importers in Sumatra tobacco, as all who import it deal in domestic tobacco, and if the tariff should be raised so that they would lose custom on the imported goods, they would hold the same trade as the domestic goods, as one or the other must and will be sold. It has always been the aim of the importers to secure as low a rate of duty on importations as possible, in order to increase consumption in this country.

Second. The jobbers and dealers in leaf tobacco would not be affected in the least. They are tired of the ambiguity and uncertainty of the present law regulating the importation of leaf tobacco, and are anxiously awaiting the time when a specifically drawn law will be adopted, so that they can tell with a reasonable degree of certainty what the duty on a pound of Sumatra will be, and what they can afford to pay for domestic tobacco in order to compete with it. Besides, there are but very few engaged in their business as compared with the vast army of tobacco growers and their employees, and even of that few all but a small proportion—only those who import Sumatra tobacco as well as deal in domestic leaf—will heartily indorse our views.

Up to the time Sumatra tobacco was used in this country for wrappers the leaf-tobacco growers, comparatively speaking, were prosperous, because the intrinsic value of a crop of leaf tobacco depended entirely upon the quantity and quality of the wrappers. When domestic tobacco was generally used for wrappers in this country the dealers and manufacturers were willing to admit that what was called a good crop of tobacco would contain from 50 to 60 per cent of wrappers, but after the introduction of Sumatra, which has established a fad for luster and fineness of texture, the percentage of wrappers in all domestic crops continued to grow smaller as the fad became more popular, until for the past two or three years it has been claimed that the American tobacco growers had but a very small proportion of tobacco which was suitable for wrappers for even stogies and cheroots, the cheapest grade of cigars manufactured in this country. Thus it will be seen that those who have grown tobacco to use for wrappers have been practically driven out of the market by unjust importations of Sumatra tobacco which was solely the product of beggarly paid labor employed by the rich Holland syndicates, who market their goods in this country at prices which enable them to declare annual dividends of from 100 to 125 per cent. This kind of competition has ruined the legitimate business of a large and prosperous class of American citizens, and rendered their buildings, tools, appliances, and improvements for growing, handling, stripping, assorting, and curing tobacco worthless for the production of any other product. This has been brought about with no benefit to anybody, except the importers and stockholders in the foreign syndicates, who do



not contribute one penny to the support of our Government. The cigar-manufacturing industry of this country was never so prosperous as when domestic tobacco was generally used for wrapping purposes. This industry received a severe blow when, by reason of importations, the use of domestic tobacco for wrapping purposes had to be abandoned.

Hence we submit that it is not just for the manufacturers in this country to object to such a duty on leaf tobacco as will revive the important and heretofore extensive business of the tobacco-growing industry, which is now on the verge of destruction. Unless the growers get relief at your hands they must abandon the business which has been their only means of support for a lifetime. For the last two or three years foreign competition has obliged them to sell their products for binder and filler purposes, not realizing from their sales enough money to pay the expenses of labor and fertilizers used in its production; therefore to afford any permanent relief we must have a duty on leaf tobacco high enough to bring into use the wrapper portion of the crops, at least for wrappers on a large portion of the cheap cigars manufactured in this country.

Under the present tariff laws the manufacturer can use Sumatra tobacco for wrappers on cigars that can be placed on the market as low as \$12 per 1,000. Thus it will be seen that no ordinary duty would be sufficient to give the desired relief and save this industry from destruction. It must be high enough to prevent the use of the product of cooly labor on all cigars placed upon the market at a price at least as high as \$30 per 1,000 to be of lasting benefit to the growers. We have been told for years by the cigar manufacturers and dealers that nothing less than a duty of from \$5 to \$6 per pound on unstemmed tobacco would prevent the use of Sumatra on all classes of cigars manufactured in this country. From experience and knowledge of the wrapping capacity of Sumatra tobacco we believe that their statement is substantially correct. The leaf-tobacco growers of this country are entitled to a protective duty of at least \$5 per pound on importations of unstemmed wrapper leaf tobacco. Sumatra tobacco is a manufactured article. There is as much labor required in growing, harvesting, curing, preparing it for use in this market as is expended upon the manufacture of 1,000 cigars manufactured by Cuban labor in Habana by Habana manufacturers. Considering the value of the cigars, and the Sumatra to be equal in the market, it is precisely as much a manufactured article as cloth manufactured in Manchester, England, and brought to this country to be made up into garments. In both cases the laborer of this country is deprived of his employment, because the work should and could be done here. We claim that the benefit of tariff legislation on leaf tobacco and cigars should be equally divided as near as can be between the cigar manufacturer and the grower.

We shall now endeavor to convince you that the benefits received by the manufacturers from the Government in the past and enjoyed by them at present are sufficient to warrant the growers in asking for the duty required to relieve the depression in their business, and still not be favored by the Government to a greater extent than the manufacturers. I was bound as an apprentice to learn the cigar trade in the year 1854 or 1855, and have been identified with it directly or indirectly ever since. In the years 1856, 1857, 1858, and 1859 the cigar industry of this country was being destroyed by the importation and sale of cigars manufactured in Germany, which were brought to this country all packed, boxed, and prepared for the market, and sold at the very



low figure of from \$2.50 to \$4.50 per 1,000. This competition was practically the same as the competition which the tobacco growers now encounter, because the German cigars were made by labor which was procured at a nominal sum, and which was as poorly fed and clad as the coolies whom the leaf-tobacco growers have for competitors at present. This competition of the cigar manufacturers had the same effect upon their trade as the competition of the cooly labor in Sumatra has upon the leaf-tobacco growers of the present day, and which competition nearly ruined and destroyed the industry of manufacturing cigars in this country. The manufacturers, nearly to a man, were obliged to discharge all their journeymen workmen, and many of them would have been willing to discontinue the business entirely but for the obligation they were under to keep employed their apprentices, to many of whom they offered to give their indentures, and advised them to seek some other employment, as the outlook for gaining a livelihood at cigar making was very discouraging and without much prospect of improvement.

At that time the cigar manufacturing business of this country was of small proportions as compared with to-day. The industry continued simply to exist in that deplorable condition, or nearly so, until Abraham Lincoln was elected President in 1860 and his Administration was inaugurated. Then representatives of the cigar manufacturers went before the Ways and Means Committee and demanded relief in the way of tariff legislation. They demanded a duty on cigars of \$2.50 per pound specific and 25 per cent ad valorem, which they received at the hands of the committee. This duty would amount to the following sum, as the cigars were made at that time in good large sizes and well filled, they would weigh on an average 18 pounds to the thousand; \$2.50 specific duty would be \$45; 25 per cent advancement on the cigars would be 62½ cents; total, \$45.62½, which would be over 1,800 per cent on the cost of the commodity.

This would seem exorbitant, as at that time our people were poor, and the importations of Habana cigars were very small in consequence. In fact the manufacturer considered that his only competitors were the Germans. I indorsed and favored that bill, as I believed it was necessary in order to preserve the industry and place it on a sound, substantial basis. Shortly afterwards the war of the rebellion broke out and it became necessary for the Government to raise fabulous amounts of money in order to prosecute the same. What was then known as the Morrill internal-revenue bill was passed. This bill imposed a tax upon nearly every commodity in the country, including proprietary stamps on patent medicines, bonds, mortgages, checks, notes, contracts, tax on watches, etc. In that bill was a clause imposing a discriminating duty upon cigars, which, being a luxury, were made to bear the heaviest share of the burden and were assessed as follows: Cigars valued not to exceed \$8 per 1,000 were taxed \$4; those valued from \$8 to \$15 were taxed \$8; at from \$15 to \$25, at \$15; at from \$25 to \$40, at \$25; and for cigars valued above \$40, at \$40.

The cigar manufacturers at that time claimed that this discriminating tax would enhance the cost of manufacture of every 1,000 cigars manufactured on an average of \$15 per 1,000. As a consequence they asked the Ways and Means Committee to raise the duty on imported cigars; but as there was little competition at that time from Cuban cigars and the \$2.50 specific and the 25 per cent ad valorem duty seemed to the committee ample protection for all purposes, the bill was left as it was. The discriminating internal-revenue tax soon proved to be impracticable, on account of undervaluation by the



manufacturers, who were in the habit of reducing the value of their cigars in order to pass them at a low rate of duty. It was of common occurrence to pass cigars at the \$4 to \$8 rate of tax, which according to the intent of the law should pay \$15 to \$25 tax, so this discriminating law was discontinued as soon as possible by the Government, and a specific duty of \$6 per 1,000 on all cigars manufactured in this country substituted instead.

As the war was drawing to a close and the condition of the Treasury warranted it, the people were relieved of the burdens of taxation by Congress. First the proprietary stamps were removed; also stamps on mortgages, bonds, checks, tax on watches, etc., and as soon as possible relief from taxation was granted to the people all along the line of the Morrill bill. The specific internal-revenue duty of \$6 per 1,000 was reduced to \$3 per 1,000; and, in fact, there was scarcely a paragraph left in the Morrill bill which was not cut down and reduced. Still the duty in the tariff bill of \$2.50 per pound specific and 25 per cent ad valorem on imported cigars was allowed to stand intact until the business of the tobacco growers became impaired by the importation of Sumatra tobacco to be used as cigar wrappers. When the tobacco growers first asked Congress for relief by putting a higher tariff on leaf tobacco, the cigar manufacturers, through their representatives, again came before the Ways and Means Committee of the Fifty-first Congress and claimed that the advance demanded by the growers of a duty on leaf tobacco from 75 cents a pound to \$2 per pound would advance the cost of manufacturing cigars to such an extent that they could not compete with the cigars from Cuba, and demanded an increase of the duty on imported cigars from \$2.50 specific and 25 per cent ad valorem to \$4.50 specific and 25 per cent ad valorem, which was granted to them.

It will be thus seen that the cigar manufacturers have been frequently favored by the Government without the least opposition from any other branch of the tobacco trade. When we speak of cigar manufacturers we do not wish to be understood as including all of them, as at least 80 per cent of them, including all the small factories throughout the country, would be heartily in favor of a duty on leaf tobacco high enough to bring the wrapper portion of the American commodity into the market as wrappers for nickel cigars.

We wish to suggest that the competition of the cigar manufacturers to-day is entirely different from their competition in 1855, 1856, 1857, 1858, and 1859, as their present competitors are skilled workmen, whose labor is considered to be as fine, if not finer, than that in this country, as the Cuban cigar maker has the reputation the world over of producing the very finest kind of workmanship. Besides, the cigars produced by their workmanship, according to weight and size, are worth as much in the market at Habana as the best grade of our cigars are worth in our own market.

For this reason the competition of the cigar manufacturers in the fifties was very similar to the competition of the leaf tobacco growers to-day, and altogether more dangerous and burdensome than the competition of the cigar manufacturer of the present day. The manufacturers were never more prosperous than when domestic tobacco was used almost exclusively for wrappers.

The increased importation of Sumatra tobacco at the low rate of duty has availed the consumer nothing. None of the leading brands of cigars have been reduced in price; consumption has not been stimulated by its use. When domestic tobacco was being used principally



for wrappers the production of cigars increased in the United States from 1,378,574,246 in 1879 to 3,392,528,869 in 1883. As Sumatra came into favor a reduction in the quantity of cigars manufactured was found. In 1884 the number manufactured was 3,372,982,038, a falling off of over 20,000,000. In 1885 there were manufactured 3,293,662,991, a falling off of nearly 100,000,000, as shown by internal-revenue reports.

We herewith submit the number of cigars made in each year from 1886 to 1895, inclusive:

|            |                  |            |                  |
|------------|------------------|------------|------------------|
| 1886 ..... | 3, 462, 014, 287 | 1891 ..... | 4, 422, 024, 212 |
| 1887 ..... | 3, 661, 630, 422 | 1892 ..... | 4, 674, 708, 260 |
| 1888 ..... | 3, 668, 162, 486 | 1893 ..... | 4, 341, 240, 981 |
| 1889 ..... | 3, 787, 229, 453 | 1894 ..... | 4, 163, 641, 327 |
| 1890 ..... | 4, 228, 528, 258 | 1895 ..... | 4, 099, 137, 855 |

It will be seen from the above statistics that since Sumatra gained its greatest favor the cigar industry of the United States has been practically at a standstill and has made no strides in a forward direction in keeping with the increase of our population.

It will also be noticed that since the year 1892 there has been a gradual but substantial decline in the number of cigars manufactured in this country; hence, we fail to see where any American has been benefited in any way, shape, or manner by its introduction. We firmly believe that a return to the use of domestic tobacco for wrapping purposes will cause a great improvement in the business of cigar manufacturing, as it is conceded that in point of quality the domestic article is far superior to its foreign rival, and in consequence a better class of nickel cigars can be manufactured, which will give better satisfaction to the smokers of that class of goods, who are the masses of the people, and will cause a large increase in the consumption of nickel goods in this country, to the great advantage of the American manufacturer. Let us now see how the protection given under the present law to the cigar manufacturer harmonizes with the amount of tariff on leaf tobacco asked for by the tobacco growers at the present time, which they believe must be at least \$5 per pound on unstemmed wrappers and \$6 per pound on stemmed wrappers.

At the hearing before your committee on January 4, evidence was given, we think, by the president of the National Cigar Manufacturers' Association that the weight of imported cigars which come from the Island of Cuba to this country, was 12 pounds to the thousand. The fact that cigars of that weight are imported, we think, can not be questioned, although we believe it to be a trifle misleading, as a cigar must be very loosely filled, besides rather small, to weigh that amount. We believe a fairer average would be 15 pounds to the thousand. We shall give you an illustration of the protection afforded the manufacturers on cigars of both weights. A 12-pound cigar with a specific duty of \$4.50 per pound and an ad valorem duty of 25 per cent would be taxed as follows: Specific duty, \$54; ad valorem duty on a valuation of \$40 per 1,000, which we think about correct, would be \$10, making a total of \$64.

A thousand cigars, weighing 15 pounds to the thousand, at a valuation of \$50, would amount in total duty to \$80. The duty upon the tobacco contained in the above cigars, classified as stripped tobacco, in the 12-pound cigar, would be 1½ pounds of stripped wrappers at \$2 per pound and 10½ pounds of stripped fillers at 50 cents per pound, which would give a total of \$8.25. In the 15-pound cigar the duty would be the same by adding 3 pounds to the filler and binders, making the total \$9.75. It will be seen from the above that the protection afforded the



manufacturers against the competition of the skilled labor of the Cuban cigar maker is equal to 800 per cent or more on the cost for importation under the present laws on the weight of the tobacco contained in the cigars imported. The above illustration will explain Mr. Dolliver's question, which was: "Is it not true that the McKinley rate is nearly 250 per cent on Sumatra tobacco?" Our answer is: If it required 800 per cent and over to protect the cigar manufacturers of this country against the skilled labor of Habana, it should require at least 3,000 per cent to protect the leaf-tobacco growers against the competition of the cheap cooly labor of the Sumatra Islands.

Again, take Mr. McMillin's question, "How much would a good crop of tobacco bring in the market under a protection of \$5 per pound?" This we can't answer definitely, as we are not familiar enough with the occult mysteries to look into the future far enough to tell what a good crop would sell for under these circumstances, as supply and demand at the time of sale would regulate the price to a great extent.

We believe, however, in order to enable the grower to procure the best brands of fertilizers and take the proper care of the crop until it is ready for the market, he should receive not less than from 15 to 18 cents per pound in order to make his business profitable.

As tobacco is a hazardous crop to grow, and subject to damage or destruction at almost any time before it is cured and ready for the market, which may be caused by hail, wind, sunburn, frost, stem rot, pole burn, white veins, etc., and as any of them may render the crop worthless, or reduce its value to less than one-half its cost to the grower, it should command higher prices.

If permitted, we should be pleased to ask the gentlemen on the other side a question. Cigars manufactured in the Island of Cuba are acknowledged by all experts and connoisseurs the world over to be the finest in point of quality of any cigars manufactured. They are sold in this country at prices ranging anywhere from \$90 per 1,000 to \$400 or \$500 per 1,000, and are wrapped with the products of the Island of Cuba. American tobacco growers can produce a wrapper leaf that is equal, if not superior, to Habana wrappers in looks, color, texture, finish, and far superior in quality to Sumatra wrappers. The question is, "Why the large quantity of cheap cigars manufactured in this country, and sold in the market at from \$12 to \$30 per 1,000, which are now very nearly all wrapped with Sumatra, the product of cooly labor, can not be wrapped with the American wrapper, which is the product of American labor?" If permitted, we shall be pleased to have the Hon. Benton McMillin, of Tennessee, or the Hon. J. P. Dolliver, of Iowa, to answer this question. So far as Habana fillers are concerned, we do not believe that their importation was any detriment to the American tobacco grower. On the contrary, we are inclined to believe that they are rather a benefit in the way of forming combinations, which assist in the sale of American goods. Therefore we do not ask that any increased duty shall be placed upon them. The many misleading and far-fetched arguments, in briefs, and otherwise, before your honorable committee, about the great difficulty to separate the Habana wrapper from the Habana filler are subjects that we have never taken the least stock in, as we firmly believe that all such arguments are intended to mislead and deceive the Government. People who are engaged in the cultivation of tobacco in Cuba have had too much experience and understand their business too well to place wrappers in filler bales, providing it is to cost them \$5 per pound, or thereabouts, for so doing. The talk which we listened to while before your committee, to the effect that it



was impossible for anyone to tell in Habana tobacco what was fit for a wrapper, without casing the goods and making them up into cigars, is an argument we are not inclined to consider seriously. All that is necessary to constitute a wrapper in Habana, as in other growths of tobacco, is a good burning tobacco, thin in texture, uniform and good in color, and of the requisite size to be suitable for a wrapper.

Under tariff laws which are framed with ambiguous language, purposely placed in them for the purpose of evading the collection of the tax intended by the framers of the laws, those arguments are always brought up to show the great difficulty of enforcing the laws and classifying the goods to conform with the specifications of the law. To avoid such difficulties it will be only necessary for your honorable committee to formulate a law which does not contain the least bit of ambiguity or uncertainty with plain English language that will be readily and easily understood and can not be misinterpreted by any importer or custom-house officer. Then if the Administration desires to enforce the law there will not be the least trouble in doing so. Since I became interested in tariff laws, which was a great many years ago, I do not remember but one law covering the importation of leaf tobacco that was easily and readily understood and impossible of evasion. That was the law contained in the McKinley bill covering the importation of leaf tobacco. We believe that it would be difficult for your committee to make any improvement on that law, and we would be much pleased to have it reenacted under ambiguous laws. The importers invariably pay the duties under a protest so as to leave an opportunity for a resort to the courts in case of dispute on any question concerning their imports; and the misleading and double-meaning laws are usually so arranged as to assist the importer to succeed in his case against the Government, which he invariably does. Although we have already occupied much of your valuable time by the arguments presented above, we shall now endeavor to give you the reason why we believe that by granting the relief desired and demanded by the tobacco growers the depleted Treasury of the United States will be very materially replenished.

As we have not the data or statistics at command to enable us to approximate closely the quantity of Sumatra wrappers that are annually imported, we shall illustrate by taking 10 pounds for the purpose, and your committee can readily figure from that illustration what the increase in revenues would amount to under a tariff on leaf tobacco of \$5 per pound. Ten pounds of leaf tobacco under the present duty of \$1.50 per pound yields the Government \$15.

As we firmly believe that a duty of \$5 per pound would not restrict the importation of Sumatra tobacco to exceed  $33\frac{1}{3}$  per cent, the Government would have its income increased as follows:

On  $6\frac{2}{3}$  pounds imported at \$5 per pound the Government would receive a revenue of \$33.35, or an increase of \$18.34 over the present duty. In case the importation was decreased 50 per cent, which we think impossible, the Government would yet gain on every 10 pounds imported \$10, which on the aggregate amount imported annually would yield to the Government a very handsome increase over the amount received under any previous law, besides being the means of saving an important industry from destruction. The adoption of the uniform duty advocated by the importers and cigar manufacturers of from 50 to 55 cents per pound on all leaf tobacco coming to this country would certainly create a large deficit in the income of the Government, as importations of Sumatra can not be largely increased, for it is used as



a wrapper on nearly all grades of cigars now manufactured in this country from the low price of \$12 per thousand and upward. On account of the inferior quality of Sumatra, it can not be used for any component part of a cigar except a wrapper. If not for the small quantity required for that purpose it could not be used for even that, as it deteriorates the quality of every cigar wrapped with it in proportion to the quantity consumed.

Hence the only way in which the importation of Sumatra could be materially increased would be by the adoption of it for wrappers on cheroots and stogies, which are now principally wrapped with the domestic article. And if this was done the sheriffs throughout the country would be kept busy for the next few years in closing out the property of the American tobacco growers. Whatever arguments may be produced to the contrary, we believe that the war now being prosecuted in Cuba has brought about a condition of affairs on that famous island which would assuredly prevent the planters of leaf tobacco from producing any considerable amount of their commodity for the American market for the next two or three years to come, even though the war should be discontinued in the near future.

Therefore it is safe to presume that the Government will be deprived of a vast amount of money heretofore received from the importation of Havana tobacco, which will greatly deplete the meager amount remaining in the Treasury. Besides destroying the tobacco-growers' industry, by adopting a uniform rate of duty you will deprive the Government of a large amount of revenue, and afford the foreign syndicates an opportunity to divide 200 per cent annual dividends, instead of 100 or 125 per cent which they now divide. They are well aware that the price of Sumatra in this country to-day is low enough to prevent the use of American wrappers for cigar purposes. Hence it would be only necessary for them to advance the price of their commodity enough to make the difference in the reduction of the tariff caused by the adoption of the uniform rate of duty.

By granting our appeal you will benefit not only the growers and manufacturers, but also that large class of American citizens who are dependent upon them for their own livelihood. The merchant, the farmer, and tradesman will share in the benefits that will flow through this channel of prosperity until it stimulates nearly all the branches of our many and varied industries. It will be plain to your committee that if protection is to be of any avail or benefit to the manufacturers and growers it must protect them to the fullest extent.

If it lacks one jot, one iota, in so doing it becomes practically useless and only encumbers the statute books with so much worthless matter. There is no way in which the dawn of a new business activity can be more favorably ushered into these United States, until it breaks into the full noon of prosperity, than by relieving the great depression which now rests heavily upon one of the greatest of our American industries.

We have borne the heavy burden long and uncomplainingly, with the full faith that the time would ultimately arrive when the Government would come to our assistance and rescue us from the deplorable condition into which we have fallen. If our demands are acceded to the husbandman and mechanic will again go smilingly forth to their business, conscious that an adequate remuneration will be theirs and happiness will spread itself like a mantle over the face of our glorious land. That your honorable committee will agree with our earnest, honest convictions herein set forth in behalf of the tobacco growers of the State of New York, is the desired wish of your humble servant.



## AGRICULTURAL SEEDS.

## RELATIVE TO HOUSE BILL 9532, INTRODUCED BY HON. SAMUEL A. COOK, A REPRESENTATIVE FROM WISCONSIN.

[H. R. 9532, Fifty-fourth Congress, second session.]

A BILL to regulate the importation and sale of agricultural seeds.

*Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,* That no seeds of grasses, clovers, or other forage plants shall be admitted into the United States, either in bulk or package, which contain any seeds of dodder (*Cuscuta* species), Canada thistle (*Carduus arvensis*), Russian thistle (*Salsola kali tragus*), the bulblets of wild onion (*Allium vineale*) or ergot (*Claviceps*), or more than one per cent of the seeds of wild flax (*Camelina sativa*), wild carrot (*Daucus carota*), plantain (*Plantago* species), wild cress (*Lepidium* species), cockle (*Agrostemma githago*), chess (*Bromus secalinus*), quack grass (*Agropyron repens*), pennycress (*Thlaspi arvense*), prickly lettuce (*Lactuca scariola*), or wild mustard (*Brassica* species), or which have, either inadvertently or intentionally, been mixed with inferior seeds or foul matter.

To carry out the provisions of this act, seeds of grasses, clovers, and other forage plants from foreign countries shall be allowed entry into the United States only at the ports of Boston, New York, Philadelphia, and Baltimore, under such regulations as may be prescribed by the Secretary of Agriculture in concurrence with the Secretary of the Treasury. The inspection of such seeds at said ports shall be made, under the direction of the Secretary of Agriculture, by skilled experts, who shall have passed an examination showing them to be thoroughly competent in the work of seed inspection.

SEC. 2. That no seed shall be sold, offered, or exposed for sale in the United States which contains any seeds of dodder (*Cuscuta* species), Canada thistle (*Carduus arvensis*), Russian thistle (*Salsola kali tragus*), the bulblets of wild onion (*Allium vineale*), or ergot (*Claviceps*), or more than one per cent of the seed of wild flax (*Camelina sativa*), wild carrot (*Daucus carota*), plantain (*Plantago* species), wild cress (*Lepidium* species), quack grass (*Agropyron repens*), pennycress (*Thlaspi arvense*), prickly lettuce (*Lactuca scariola*), or wild mustard (*Brassica* species).

SEC. 3. That every lot of the seeds of agricultural plants, whether in bulk or in package, containing one pound or more, and including the seeds of cereals, grasses, forage plants, vegetables, and garden plants, but not including those of trees, shrubs, and ornamental plants, which is sold, offered, or exposed for sale in the United States by any firm or dealer in seeds, shall be accompanied by a written or printed guarantee of its percentage of purity (freedom from foreign matter) and germination: *Provided*, That mixtures may be sold as such when the percentages of the various constituents are stated.

SEC. 4. That any person or persons who shall sell or offer for sale any agricultural seeds, not including those of trees, shrubs, and ornamental plants, in packages or bags of less than one pound each, that are not marked in plain and distinct letters upon each package or bag containing such seeds with the name of the seed contained therein, also with a guarantee of the percentage of purity and germination of the same, shall be guilty of a misdemeanor, and upon conviction thereof shall be fined not less than fifty dollars nor more than one hundred dollars, or imprisonment for not more than six months or less than thirty days for each and every offense.

SEC. 5. That an allowance of two per cent below the guarantee shall be made for variation in the purity of seeds of grasses and forage plants and five per cent for variation in the germination of all seeds included by the terms of this act.

SEC. 6. That dealers may base their guarantees upon tests conducted by themselves, or by the United States Department of Agriculture under such conditions as it may prescribe, or by any of the State experiment stations using such methods and apparatus as may be approved by the Association of American Agricultural Colleges and Experiment Stations. Persons not engaged in the sale of seeds as a business and residing within the United States may have seeds purchased by them for their own planting tested by the United States Department of Agriculture or by an experiment station, under such conditions as may be prescribed for same: *Provided*, That all tests and conditions shall be fair and reasonable.

SEC. 7. That the result of all tests made for purchasers may be published by the station, together with the names of the firms or dealers from whom the seeds were bought. The stations shall publish equitable standards of purity and germination, together with such other information concerning agricultural seeds as may be of public benefit.



SEC. 8. That any person or persons violating section two of this act shall be guilty of a misdemeanor, and upon conviction thereof shall be fined not less than two hundred dollars nor more than five hundred dollars and be imprisoned for not more than one year for each and every offense.

SEC. 9. That any person or persons violating section three of this act shall be deemed guilty of a misdemeanor, and upon conviction thereof be fined not less than one hundred dollars nor more than three hundred dollars, and imprisonment for not more than six months for each and every offense.

SEC. 10. That any person or persons who shall, with intention to deceive, wrongly mark or label any package or bag containing garden or vegetable seeds, or any other agricultural seeds, not including those of trees, shrubs, and ornamental plants, shall be guilty of a misdemeanor, and upon conviction thereof shall be fined not less than fifty dollars nor more than one hundred dollars, or imprisonment for not less than thirty days nor more than six months.

SEC. 11. That the provisions of this act shall apply to regular dealers in seeds, and not to farmers or persons growing cereals and other seeds for the market.

SEC. 12. That no provision of this act shall be construed to require the guarantee of a crop, or of seeds already planted, except what may have been necessary for making tests.

Mr. Chairman and gentlemen of the Ways and Means Committee: In submitting a brief statement relating to and in support of House bill 9532, I desire to say that the introduction of the measure was not the result of a hasty conclusion, but I have given the agricultural seed business long and careful study, and from the vast amount of facts and figures furnished me from the records of the Secretary of Agriculture and by persons who are in a position to give direct and reliable information, and viewing the subject from a business standpoint, I am convinced that a great injustice is being done the agriculturists and honest seed dealers. I desire to say at the outset that the object in asking for legislation to regulate the importation and sale of agricultural seeds is to protect the farmer, the gardener, and the honest seed dealer against the methods used by some dealers in seeds who adulterate their goods with foreign matter. The loss from failure or partial failure of crops due to sowing seeds adulterated with dead matter or inferior seeds is very great; but the damage is far greater as a result of sowing mixtures containing seeds of noxious weeds. Mr. H. O. Devries, State master of the grange of Maryland, says on the subject directly bearing upon the point of the importation of foul seeds:

The time was when we could rely upon the new lands of the West for pure seeds, but importations of seeds other than our own have been and are now filling our land with a noxious growth that is detrimental to crops, and it is next to impossible to exterminate the stuff.

I have asked permission to present the argument in favor of the pure seed bill, while the committee has under consideration the agricultural schedule of the tariff act, believing that if in the pressure of other matters it is impossible for the committee to give attention to the general subject of a law against seed adulterations, and the sale of foul and lifeless seed in our own country, it may be possible to incorporate in the tariff act such part at least of section 1 of House bill 9532 as would prevent the importation and sale in this country of foreign seeds containing noxious and dangerous weeds. This is my reason for submitting general observations relating to the subject-matter covered by the bill in connection with the section relating to the importation of seeds. It must be apparent to everyone, Mr. Chairman, that the importance to the agriculturists of this country in throwing about this industry such protection as may properly be given by laws is one of the first duties we owe to a numerous portion of our countrymen. I believe it can be made clear to everyone who will give a little attention to this subject that the importation and sale of foul and adulterated seeds is a serious menace to the agricultural and horticultural



interests of the country. The evils can be checked, first, by beginning at the gateways of our country, and by law excluding dangerous foreign weeds and foul and adulterated seeds. Then we can follow this with a law, all of which is, I believe, covered in a crude manner, perhaps, by the bill I have offered, stopping the sale of foul, dead, and adulterated seed by our own dealers.

No matter how careful a farmer may be in the selection of pure seeds, he can not keep his farm free from weeds if a less careful neighbor buys and sows weed seed along with grass and clover seed, and the legislation proposed will do much to prevent the dissemination of noxious weeds as well as protect the planter against the frauds of adulteration practiced by unscrupulous dealers in seeds. The best seed men of this country now only offer for sale pure, tested seeds, and we ask that a check be placed on the abuses of the seed trade of this nation from the wholesaler down to the grocer in a country village who sells his customers old garden seeds that not even the trump of "Gabriel" could induce to come up. The legislation proposed would benefit them by removing dishonest competition, and if this bill (H. R. 9532) as it now reads, if enacted into law, will not accomplish the work intended, then I ask you to assist in so amending it that it will give the good results sought to be obtained.

It is not the intention of the promoters of this measure to ask legislation that will do an injustice to one class, that another class of the people of this country may be benefited; but it is with a view that each may have equal justice done him, and each (whether he be the seller or the buyer) may share the benefits of an improved price for his products made possible by a market based on honest and unadulterated goods. And it is a fact which may easily be settled in the minds of anybody who chooses to examine into the question that the farmer, in nearly every instance, must sell the seed product of his farm at a price based on its purity.

The prices quoted in the market are supposed to mean for a pure article, and he must take a price for his product in proportion to its grade, which is usually inspected by a dealer familiar with seeds. If it contains other seeds or matter foreign to the real article he is offering for sale, the deduction either in price or weight will be made to equal the difference, and thus bring it up to grade of pure seed. On the other hand, if the farmer desires to try a new kind of seed, he goes into the market and buys what is represented to him as pure seed and of the kind with which he desires to experiment. He takes it home, sows it, and what is the result? Sometimes his anticipations are realized, but in many cases it is found that only a small portion of what he bought was the article he desired, and the balance was foul or dangerous seed, or dead matter that produced no crop. In the latter case if complaint is made the answer to him would be that he did not sow it thick enough, or that he sowed it too deep, or not deep enough.

Mr. J. L. Ray, master of the State Grange of Texas, says:

We all know that we are most wonderfully imposed upon in the way of seeds offered for sale. Of course, we have no way of detecting the imposition until it is too late. \* \* \* I think it is entirely praiseworthy of our Congressmen to enact such laws as will protect us along this line.

I am informed by Mr. G. H. Hicks, the expert seed tester of the Department of Agriculture, that in many instances entire lots of seeds are sent to this country, represented to be some special quality of seeds, which under a test are found not to be the kind of seeds represented, and often it is found to be a very dangerous seed to be sown in this



country. I am also officially informed that a material is being manufactured in large quantities in Europe and shipped to this country to be mixed with our clover and other seeds to adulterate and cheapen the article, thereby both deceiving and robbing the purchaser.

I do not want to be understood as intimating that we have no honest dealers in seeds. On the contrary, I believe we have many honorable men in the seed business in this country who believe in justice and in selling or buying an article for what it is. It is to assist that class of dealers, as well as the agriculturist, that I ask legislation to regulate the importation and sale of agricultural seeds.

Hon. Charles W. Dabney, Assistant Secretary of Agriculture, in his letter of February 1, 1897, to Mr. John D. Goodwin, attorney, No. 60 Wall street, New York, said:

A recent catalogue received by the Department of Agriculture from one of the oldest seed firms of the Eastern United States prints this statement upon its front page: "Over \$30,000,000 worth of garden seeds are annually sold in this country, one-half of which are worthless either from old age or spurious stocks." If this startling statement is true there is an urgent demand for some heroic measure to protect the farmer against fraud in this direction.

Almost every year the Society of Agriculture, through the seed-testing division of the Department of Agriculture, discovers some new, imported weeds, which if allowed a market here will soon destroy the farming lands of this country and make the life of a farmer a greater burden. With proper laws enacted to prohibit the importation of such materials and to prevent the frauds that are being carried on in the adulteration of the various agricultural seeds, and with due care given by the farmer himself to the condition of his land and his crop, I believe that under such conditions and such care by the farmer, farm life may become one of the most independent pursuits in which the people of this nation can engage.

As showing the results of the sale of foul seeds the master of the State Grange of Maine, Edward Wiggin, writes, under date of January 12, 1897:

Our fields in Maine are suffering from the introduction of foul seeds (largely Orange Hawk weed and wild mustard) in grain and grass seeds purchased in the West.

He also says that a movement on behalf of legislation for pure seed is to be pressed before the Maine legislature.

The Russian thistle is the latest dangerous weed reported by the seed department of our Government. It is a tenacious weed that spreads its seeds over vast stretches of territory, and if neglected it will multiply and become a great nuisance.

The Canadian thistle has been shown to be a similar menace to agriculture, and laws have been enacted providing for its destruction. Yet the Canadian thistle thrives in many places in this country, and a class of farmers (I hope they are few) see the thistle growing on their farms, or in the highway adjoining, and take no interest in its destruction. The enterprising farmer must suffer by the neglect of his neighbor, and this is an additional reason why we ask that the importation of this and other dangerous weeds be prohibited.

There is a class of farmers in Europe who make a specialty of raising inferior and cheap seeds for this and other markets of the world. With proper laws they would be cut off from this market, and the result would be to induce our own farmers who raise seeds to be more careful as to the cleaning of their products, and thereby enlist them in a war against weeds.

An editorial in the Pioneer Press of St. Paul, Minn., December 12,



1896, referring to this bill to regulate the importation and sale of agricultural seeds, said:

The complaints of farmers and horticulturists regarding the adulteration of seeds which were often found to contain an admixture of seeds of the Russian thistle and other noxious weeds, and in many instances also to be largely nongerminating, led the Department of Agriculture to undertake an investigation of the subject. Its researches have revealed an immense amount of intentional and fraudulent adulterations on the part of European seedsmen supplying the American market. The low price at which imported seeds have been often obtainable as compared with the American product has naturally been attributed to the low price of labor in the Old World, but it is now proven that in a great number of instances, at least, the difference has been attributable to the wholesale adulteration, some packages of imported seeds having been found to contain as high as 60 per cent of worthless matter, and in some cases inferior seeds resembling the genuine have been used as adulteration, the dealer first sterilizing them by heat to prevent detection, which would take place were they allowed to grow, and in other cases no sterilization has been attempted, and the seeds of pernicious weeds have been sent our farmers to be sown on their fields. In England a thriving business is done by some in grinding quartz and coloring it in imitation of various seeds for use by the English seedmen supplying American dealers. And in view of such revelations as these the desirability of stringent regulations for the protection of farmers from the continued repetition of like frauds can not be doubted, and the bill will meet with general approval, and with the stringent inspection the law will stamp out the evil complained of, and it will also relieve American seedsmen of a great burden of illegitimate competition, and encourage them in the production of a higher grade of seeds.

Mr. Chairman, I have received a large number of resolutions, letters, and newspaper clippings indorsing the bill, and showing the necessity of legislation to stop the great and ruinous fraud in the importation and adulteration of agricultural seeds. Many of these are from State Granges of the various States.

There is no question whatever among fair-minded people as to the need in this country of an act by Congress to prevent the importation and sale of adulterated seeds. The Secretary of Agriculture informs me that there is great need of legislation in reference to our seed industry. The importance of this is shown by the enormous amount of worthless material (called seed) that is shipped in from foreign countries. Many persons who have given this matter careful study believe that the first section of the bill, relating simply to the importation of seeds containing a mixture of noxious weeds, would do a wonderful good to the agricultural industries in this country, and the following extracts from letters from masters of State Granges and others will tend to show the importance of such legislation to the agriculturist and the honest seed dealers of the United States.

Mr. A. B. Judson, master of the State Grange of Iowa, in his letter under date of January 12, 1897, in reference to the seed bill and protection to farmers, says:

The farmers are in hearty sympathy with the object of the measure. We will use our influence with the powers that be to get a law enacted along lines indicated in the bill. It seems no trouble for some classes, when they are being swindled, to secure protection, but if the farmers want protection they must fight hard to get it. We believe our Congressmen should see to it in the new tariff bill that is being prepared that agricultural products shall receive the same measure of protection that is accorded to manufactured articles.

Mr. S. O. Bowen, master of the Connecticut State Grange, in his letter under date of January 16, 1897, says:

At the annual session of the Connecticut State Grange, held in New Haven the past week, at which 1,000 representative agriculturists were in attendance, your bill, entitled "A bill to regulate the importation and sale of agricultural seeds" (H. R. 9532), was presented, and a resolution favoring the passage thereof was unanimously adopted. We are in hearty sympathy with the object of your bill, and hope it will become a law. Many farms in our State are being overrun and ruined by foul weeds and noxious plants that have been introduced in imported seed.



Mrs. Sarah G. Baird, master of Minnesota State Grange, in her letter under date of January 13, 1897, says:

Your proposed bill (9532) meets with our most hearty concurrence, and we earnestly hope you may secure its final passage through Congress. Any aid we can render here to promote the good cause will be gladly rendered.

Mr. Hiram Hawkins, State senator and master of Alabama State Grange, writing under date of January 16, 1897, says:

I have read with much interest and pleasure House bill 9532 sent me, and believe that it will accomplish great good when it becomes law, and should be enacted without delay. Delay may cost millions of dollars to the farmers directly, and to the country indirectly, in loss of time, labor, and useless expense, which might be saved by the passage of this bill. I am sure I reflect the sentiments of all the farmers of this State in this matter.

Mr. Chairman, it has been said that the passage of this bill as it now reads might be a burden on the State experimental stations beyond what they could bear in making tests of seeds. I desire to say that it was not the intention of the measure to bring any considerable burden upon our experimental stations—in fact, no conditions beyond what their own rules and regulations may prescribe, both as to manner of tests and fees charged for same, except the provision that all tests shall be fair and reasonable. Our experimental stations are managed by men who would not admit of other than just and fair treatment to all. In view of this fact that the experimental stations are organized and money appropriated for the benefit of the people of this country, and largely on lines of agriculture and agricultural products, should it be ascertained that a little larger appropriation is required by the experimental stations, so long as the money was used for the benefit of the people, no Member of Congress need fear to meet his constituents because he has recorded his vote in favor of such appropriation. It is my opinion, and I believe a great many more are of like mind, that if a portion of the money now paid by this Government for the purchase and, as it is called, “free distribution of seeds” were spent in furnishing information to our farmers and gardeners in the way of publication of tests on seeds and soils, thereby throwing a safeguard around the agricultural industry, it would save to the honest tiller of the soil the honest return to which he is entitled for many a hard day’s work, which return he very often fails to obtain by reason of the ungerminating seeds he has bought and planted. It would be a hundredfold more benefit to our agriculturists and honest seed dealers than to continue the free distribution of seeds, which is almost a farce as respects benefits derived by the people. Only a few get any of the seeds, and in many cases those who receive them derive little or no benefit therefrom.

I do not doubt the wisdom of the original motive that prompted our Government to take up the free distribution of seeds, but conditions in this country have vastly changed, and I now question the advisability of keeping up the practice of free distribution of seeds. I earnestly believe that a part of the money paid out by the Secretary of Agriculture for seed could be so used in disseminating useful and reliable information, that much more benefit would result to our agriculturists than they now receive from the money paid out for seeds. In that way useful information might be furnished to all, while in the distribution of seeds, although the total amount looks large, only a few can be supplied with them. The safeguard which our Government could throw around our farmers, gardeners, and honest seed dealers against the methods used by unscrupulous dealers and careless farmers would be a great service.

The damage resulting from sowing clover seeds that are foul with



plantain or other noxious weeds is very great. Year after year these pests have been fought, but when one crop of plantain is allowed to go into the ground some of the seeds may remain six or eight years in the soil before they germinate. Plantain ripens its seeds about the same time as red top, and there is no efficient way of eradicating this weed except by abandonment of the clover and plowing the weed under before it ripens. Mowing does not keep foul weeds from seeding sufficiently to keep the ground free from them. Seeds of all noxious weeds should be known to farmers. Opinions of dealers are not always a safeguard, and the use of foul grass and vegetable seeds is causing a great loss of money.

Your attention is especially invited to the letter of Hon. Charles W. Dabney, Assistant Secretary of Agriculture, under date of February 1, 1897, to John D. Goodwin, esq., attorney, 60 Wall street, New York, N. Y.

Mr. S. H. Ellis, master of Ohio State Grange, writing under date of January 16, 1897, in reference to the bill, says:

We should be pleased to see it enacted into law. It has the appearance of a protective measure for the farmer, and protection as yet has generally been on the wrong side of the ledger in the farmer's account.

Mr. H. E. Huxley, master of Wisconsin State Grange, under date of January 13, 1897, says:

On behalf of the Wisconsin State Grange, I most heartily indorse your bill, and urge the necessity and importance of its passage by Congress at the present session.

Mr. D. W. Curtis, secretary Wisconsin Dairymen's Association, under date of January 5, 1897, says:

A bill to regulate the importation and sale of agricultural seeds (H. R. 9532) should become a law. To anyone who has not been a dealer in seeds, it is very hard to make them understand the gross injustice done to the innocent purchaser of seeds who plants them in the soil. Seeds that will not grow, seeds that are full of foul seeds which it takes years of labor to eradicate, all cause the farmers, who are the great sufferers in this matter, years of hard, earnest labor, that some unscrupulous dealer in seeds might be benefited. If there was ever a just bill introduced into Congress for the benefit of the farming interest in this country this bill is certainly the one.

Mr. Aaron Jones, master of Indiana State Grange, writing under date of January 13, says:

The bill covers a point very much needed, and one that the farmers all over the country will most heartily approve. The passage of the bill will afford needed relief to the honest seedsmen and farmers, and should pass.

Much opposition to this measure comes from the dealers in adulterated goods, but the farmers and gardeners in all parts of these United States appeal to you for assistance in this matter of protecting them against this gigantic fraud in the importation and adulteration of seeds. They do not ask that any honest, legitimate business be injured that they may be benefited, but they do ask that such laws be enacted that the farmer, the gardener, and the dealer in this country may be equally protected in their honest, legitimate industries.

The good sought for is on line with the measure this committee reported and helped to pass at the first session of this Congress—the law to regulate the manufacture and sale of adulterated cheese. It is unnecessary to ask what the results have been under that act. Ninety-five per cent of the people of the United States bless you for it. You can, in respect to the pending bill, do what will lead to even a greater benefit to the agriculturist of this country, and you can do it in such a manner that no honest, legitimate business will suffer thereby. The time has passed when legislation for the prevention of such frauds as are being perpetrated on the people of this country by the manufacture



of and traffic in adulterated goods can be cried down as class legislation or as interfering with the freedom of trade. The person who puts upon the market an adulterated article and knowingly sells it for something that it is not both deceives and robs. He should be placed in the same position as the thief, so far as law can bring about that result. In this great country of ours such result can be successfully reached only by national legislation, and I appeal to you to give this measure your careful consideration, that justice may be done to whom it is due.

I submit numerous letters, petitions, and memorials from persons and associations in all parts of the country in support of the objects sought to be attained by the bill H. R. 9532, to which I respectfully invite your attention:

EASTFORD, CONN., *January 10, 1897.*

Hon. S. A. COOK, *Washington, D. C.*

MY DEAR SIR: Yours in relation to pure seeds at hand and noted. Am in hearty sympathy with any and all effort to purge the country from foul seeds and adulterations of all sorts. Am sure our organization, the Connecticut State Grange, will put itself on record as seconding all such efforts.

We hold our annual meeting in New Haven this week—Tuesday, Wednesday, and Thursday, 12, 13, 14—at which we expect fully 1,000 members, and I will try to get a resolution passed favoring your bill and urging its passage. Any communication relative thereto may be sent to my address at Hotel Majestic, New Haven, before Thursday.

S. O. BOWEN, *Master Grange.*

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UNITED STATES DEPARTMENT OF AGRICULTURE,  
OFFICE OF THE ASSISTANT SECRETARY,  
*Washington, D. C., February 4, 1897.*

Hon. S. A. COOK, *House of Representatives.*

DEAR SIR: Referring to your bill providing for the careful testing of seeds, I send you herewith, for your information, a copy of a letter received from John D. Godwin, an attorney of New York City, and my reply thereto. It is easy to see that there will be more or less opposition to the passage of such a bill.

CHAS. W. DABNEY, Jr.,  
*Assistant Secretary.*

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OFFICE OF R. J. GODWIN'S SONS,  
NO. 60 WALL STREET,  
*New York, January 26, 1897.*

The COMMISSIONER OF AGRICULTURE,  
*Washington, D. C.*

SIR: As representative and attorney of several large seed houses in the United States, as also resident agent for large London seed houses, I beg leave to submit to you the undernoted communication.

I am informed in the public press that a bill has been introduced into the House of Representatives by Representative Cook, of Wisconsin, to regulate the importation and sale of agricultural seeds. The alleged object of said bill is "to prevent the bringing into this country all seeds that contain by mixture any seed of pestiferous weeds, and to gain for the man who has a garden as well as for the farmer seed of guaranteed worth."

It is provided in said bill that no grass, clover, or other forage plant seeds shall contain mixed with them any dodder, thistle, wild onion, ergot, wild flax, wild carrot, plantain, wild cress, cockle, chess, quack grass, pennycrass, prickly lettuce, or wild mustard.

To carry out this provision said forage seed is only to be admitted to entry at the ports of Boston, Philadelphia, New York, and Baltimore, under the supervision of the Secretary of Agriculture, and inspection by skilled experts is prescribed by the bill as a part of the course of entry.

The bill further makes it unlawful to offer for sale any seed of forage plants containing germs of the weeds named, and further insists that all seeds so offered for sale containing a pound or more, whether in bulk or in bags, except the seeds of trees, shrubs, and ornamental plants, must be accompanied by a written or printed guaranty of the percentage of purity and germination.

Packages less than 1 pound must also be accompanied by a guaranty of purity and germination, and failure to produce such guaranty is made a misdemeanor punishable by fine and imprisonment.



Tests of seed are also to be made by dealers, by themselves, or by the Department of Agriculture, under Department regulations, and the results of such test are to be published along with the names of the firms from whom the seeds were purchased. Sale of seed containing the prescribed plant germs is punishable by fine and imprisonment, as also any other violations of the law.

I desire to submit at the outset that this is the most extraordinary offering from a Member of Congress that it has ever been my fortune to become acquainted with. The objections to the proposed bill, both physical and moral, are so numerous that I have no fear of the ultimate passage of the bill after it has once been read, but I feel it my duty, as a representative of the large interests involved, to endeavor to set forth a few of its most glaring errors.

In the first place, it would be physically impossible for any human being to even calculate whether any seed of a so-called pestiferous weed was included in any package of grass seed for the reason that on account of the fineness of the seed, the seed of such a weed would escape detection except by the microscope.

If a proposition like that could be enacted into law, truly it would be well that a law should be immediately passed prohibiting, under pain of fine and imprisonment, the growing of any Canada thistle within the limits of the United States.

Again, as to the provision which requires a guaranty of the purity and germination, I respectfully submit that if such a proposition as that were enacted into law every seed house in the United States would have to go out of business. The seed growers and dealers of the United States have it as an indispensable maxim of their trade that they give no warranty, expressed or implied, as to description, quality, productiveness, or any other matter of any seeds they sent out, nor will they be in any way responsible for the crop, and if the purchaser does not accept the goods on these terms he may return them to the seller. This maxim is so indispensable for the seed trade for the reason that it is physically impossible to guarantee any of the matters mentioned.

Furthermore, it is a well-known fact that the germs of weeds will lie dormant until some particular mixture of the soil shall call them into life; for instance, it is matter of common knowledge that in large cities like New York a foundation may be dug to replace an old building, the soil under which foundation has not been disturbed for a hundred years and yet at the end of the summer the disturbed ground will be found covered with a luxuriant growth of weeds. Is it possible to regulate this by any mere human agency?

I assume that it is not the practice of the Department to answer hypothetical questions, but I shall consider it a favor if the Department will advise me whether it sanctions any such bill as that proposed; and in any event, on behalf of the seedsmen I have the honor to represent, I shall be indebted if the Department will furnish me with information touching the prospects of its passage.

I remain, sir, your obedient servant, etc.,

JOHN D. GODWIN, *Attorney.*

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UNITED STATES DEPARTMENT OF AGRICULTURE,  
OFFICE OF THE ASSISTANT SECRETARY,  
*Washington, D. C., February 1, 1897.*

MR. JOHN D. GODWIN,  
*Attorney, 60 Wall Street, New York City.*

DEAR SIR: We beg to acknowledge the receipt of your letter of January 26, concerning a bill recently introduced into Congress by Representative Cook, of Wisconsin, to regulate the importation and sale of agricultural seeds.

In reply, we would state that the Department of Agriculture is very much in favor of any reasonable and efficient action which will protect the seed planters of this country against the abuses of the seed trade, and which will also secure honest American seedsmen against the unfair competition which results from the importation of inferior, trashy stock into the United States, a thing which frequently happens.

The farmer depends for success almost as much upon the quality of the seed he sows as he does upon any other factor. No one denies that under the present conditions of the trade and the lack of seed-testing stations in this country the planter is often seriously swindled by the purchase of seed of low vitality or containing a large amount of trashy matter, the eradication of which from his fields entails endless trouble and expense. The Department of Agriculture would be recreant to its trust did it not use its influence to correct such abuses.

We are not prepared to indorse the bill in question in all its particulars, and confess that an adequate and equitable solution of the problem is a difficult undertaking. It has been amply proved, however, that the evils in question will not regulate themselves by competition alone. If legislation can be made to accomplish this end, at the same time doing no injustice to the honorable seedsman or farmer, every fair-minded person will rejoice in the result.

At the present time a leading seed firm of Boston guarantees the vitality of its



seeds, and several smaller firms in the country do the same. The famous "non-warranty" clause of seedsmen's catalogues is based entirely on the assumption that the crop is to be guaranteed. The bill you mention expressly states that the guarantee is not to extend beyond the time of sowing.

We notice that you have been misinformed concerning the provisions of the bill which would completely exclude only seeds of dodder, Canada thistle, Russian thistle, wild onion, and ergot, while the other impurities mentioned by you would be admissible to the extent of 1 per cent.

You are also mistaken in thinking that "no human being could even calculate whether any seed of a so-called pestiferous weed was included in any package of grass seed," for this very thing is at the present time being done at more than one hundred seed-control stations in Europe and at several American experiment stations and the United States Department of Agriculture. Furthermore, several hundred European seed firms are at this very moment furnishing their customers with seed of guaranteed purity and vitality, said guarantee being voluntary and subject to the test of a Government or private seed-control station. There is no valid reason why American seedsmen can not sell guaranteed seed if they choose to do so, provided they are secured against any chicanery in the tests made to establish such guarantees. You must understand that the guarantee would extend only to the value of the seed itself, a trifling amount to the seedsman if the test is made before planting, as the bill provides must be done.

A recent catalogue received by us from one of the oldest seed firms of the Eastern United States prints this statement upon its front page: "Over \$30,000,000 worth of garden seeds are annually sold in this country, one-half of which are worthless either from old age or spurious stocks." If this startling statement is true, there is an urgent demand for some kind of heroic measure to protect the farmer against fraud in this direction.

Very respectfully, yours,

CHAS. W. DABNEY, Jr.,  
Assistant Secretary.

WASHINGTON, D. C., February 8, 1897.

JOHN D. GOODWIN, Esq.,  
60 Wall street, New York, N. Y.

DEAR SIR: A copy of your letter of January 26 to the Secretary of Agriculture, in reference to bill H.R. 9532, to regulate the importation and sale of agricultural seeds, has, through the courtesy of the Department, been handed to me, together with other letters, that I may see what the opposition to the bill is and from whence it comes. I am not requested to answer your letter, but as it seems to me you have taken such a strange view of the measure, as against the views and opinions of many prominent men and organizations representing the sentiment of millions of the people of this country, I feel that I would like to write you, and I hope that by doing so you will not consider that I am trespassing too much upon your time.

Judging from your letter, and especially that part of it commencing at paragraph 7, you agree with us that it is an important measure, but regard it as a most extraordinary offering, pointing out its moral and physical conditions, when examined by practical minds, as being so bad that it could not exist; and further, it would seem that you feel it needs no medical treatment or moral advice; that you would let it die along with the millions of honest citizens who are asking some law that will do justice alike to the agriculturist, horticulturist, and seed dealers of this country, and that you would content yourself by throwing a quarantine around your clients, the seedsmen you mentioned, and thus keep the epidemic away from them. I am not surprised at your course, nor do I question your right to look after your clients and let the other fellows take care of themselves, but I assure you of one thing—that such letters as your own, coming from one whose legal ability we do not for a moment question, if produced in any considerable number and scattered over this country, would do much to stir the people up to the necessity of a law to guard each class of our citizens alike in their legitimate industries.

I can not believe that you gave the bill careful personal consideration. I shall be frank with you and tell you that I was the promoter of the measure and had to do with the drafting of the bill. We did not bother any of our lawyer friends by asking their legal opinion relative to it before I introduced it, as we knew they would carefully look after the legal points in the committee or on the floor of the House. I had but one object in presenting the measure, and that was to protect the agriculturist, the horticulturist, and the honest seed dealers against the great wrong that is being done them through the importation of foul seeds and the methods used by unscrupulous seed dealers in this country. I do not ask more. Should I ask less? I do not pretend to say that the bill is perfect in all its details, and I do not know of any bill for important national legislation that passed just as it was introduced. I let it lie in the hands of the committee and sent copies to agriculturists and seedsmen in every State, asking them to criticise and offer amendments. I have received



thousands of letters and resolutions indorsing the bill and showing the necessity of legislation in this direction or on such lines. I have received less than half a dozen from seedsmen. Some of them criticise strongly, some lightly, but none offer any suggestions, only such as are inferred, which would seem to indicate that they desire to be let alone.

You mistake me very much, or the intention of the measure, if you feel that I have any wish to push any measure that one legitimate industry would be injured that another might be benefited. I have desired that the country should become well informed on this measure, and for that reason I have not urged immediate action on the bill, and I shall in no wise be surprised if no final action is taken in the matter before this Congress adjourns; but I do say, and in all candor, that some legislation to regulate the importation and sale of agricultural seeds is demanded by a very large portion of the people of this country, and so sure as time lasts so sure will such a law be enacted, and when it is enacted I hope it may be so framed that, if it does not quite meet the wishes of some, it will be of such a nature that it will do justice alike to the agriculturist, the horticulturist, and the seed dealer, each alike in his legitimate industry.

Very respectfully, yours,

S. A. COOK.

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MARRIOTTSVILLE, MD., *January 11, 1897.*

Hon. S. A. COOK,  
*House of Representatives.*

MY DEAR SIR: I think your bill (H. R. 9532), is a very important one and should by all means be enacted into a law. It is high time that something be done to check frauds. The admixture or adulteration of seeds has become a serious matter. Our fields are becoming impregnated with foreign stuff ruinous to crops. The seeds sent out from the Department of Agriculture are often worthless.

The time was when we could rely upon the new lands of the West for pure seed, but importations of seeds other than our own have been and are filling our lands with a noxious growth detrimental to crops, and it is next to impossible to exterminate the stuff when once set.

I hope your bill will pass under heavy penalties. I write the above officially.

Respectfully,

H. O. DEVRIES,  
*Master Maryland State Grange.*

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FRUIT RIDGE, MICH., *January 11, 1897.*

Hon. SAMUEL A. COOK.

DEAR SIR: The bill entitled "A bill to regulate the importation and sale of agricultural seeds" will, if enacted into law, furnish a valuable protection against the importation of foul seeds, and give to purchaser the much desired knowledge relative to possible germination of the seeds upon which he so hopefully builds for his future crop, and in the failure of which to grow proportionately turns to naught his labors and use of land. The farmers all over the country will, no doubt, support its passage.

GEO. B. HORTON.

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MAINE STATE GRANGE,  
*Augusta, January 12, 1897.*

Hon. S. A. COOK, *Washington, D. C.*

DEAR SIR: In reply to yours of the 5th instant (just come to hand), I have to say that the movement in behalf of pure seeds meets my hearty approval. I have for some time advocated it and am pressing the matter as a suitable subject for legislation in our State legislature this winter. Our fields in Maine are suffering from the introduction of foul seeds (largely orange hawk weed and wild mustard) in grain and grass seeds purchased in the West. Your bill will aid us in framing our own. I hope your bill, or one covering the ground, for I do not claim to be an expert in the matter, may become a law, and I should be glad to aid in any way, by writing to our delegation in Congress or in any other manner in which I could be useful.

EDWARD WIGGIN.

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STATE GRANGE OF IOWA,  
*Silver City, Iowa, January 12, 1897.*

Hon. S. A. COOK, *Washington, D. C.*

DEAR SIR: Replying to yours of the 5th instant, will say that I am in hearty sympathy with the objects of your bill, and I will be only too happy to use my influence with the powers that be to secure the enactment of a law along the lines you indicate. When the other fellow is being swindled it is no trouble for him to secure



protection, but if the farmers want protection they have got to fight hard to get it. I believe that our Western Congressmen should see to it in the new tariff bill that is being prepared that agricultural products shall receive the same measure of protection that is accorded to manufactured articles.

A. B. JUDSON.

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PENNSYLVANIA STATE GRANGE, PATRONS OF HUSBANDRY,  
*Centerhall, Pa., January 12, 1897.*

Hon. S. A. COOK.

DEAR SIR: Yours of the 5th instant received inclosing bill to regulate the importation and sale of agricultural seeds.

I will submit the same for the consideration of the legislative committee of the State Grange and report to you at an early date.

I believe such regulation by law might prove of great protection to our American farmers.

LEONARD RHONE,  
*Master Pennsylvania State Grange.*

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ROCKFORD, ILL., *January 17, 1897.*

Hon. Mr. COOK, M. C., *Washington, D. C.*

DEAR SIR: In your bill regulating the sale of seeds, presented to Congress December 10, I find it would be impossible for a seedsman to state on the packages the germinating qualities of each sort, as seedsmen using millions of seed bags can not make and print them between the harvesting and testing of seeds in November and December, as we commence shipping South in December and January. It requires all summer and fall for seedsmen to make up and print seed bags. I use 13,000 pounds of paper to make paper bags, and it requires all our force to make and print them before crop is gathered. Now, how can a seedsman test and put the percentage on those bags by the millions and ship as soon as crop is harvested? It can not be done. The seedsmen doing a mail trade should have the privilege of putting the necessary guarantee in their catalogue or price list to cover their sales.

R. H. SHUMWAY.

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CONNECTICUT STATE GRANGE,  
*Eastford, Conn., January 16, 1897.*

Hon. S. A. COOK, *Washington, D. C.*

MY DEAR SIR: At the annual session of the Connecticut State Grange, holden in New Haven the past week, at which 1,000 representative agriculturists were in attendance, your bill (H. R. 9532) entitled "A bill to regulate the importation and sale of agricultural seeds" was presented, and a resolution favoring the passage thereof was unanimously adopted. We are in hearty sympathy with the object of your bill, and hope it will become a law. Many farms in our State are being overrun and ruined by foul weeds and noxious plants that have been introduced in imported seed.

S. O. BOWEN,  
*Master Connecticut State Grange.*

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MINNESOTA STATE GRANGE,  
*Edina Mills, January 13, 1897.*

Hon. S. A. COOK, M. C., *Washington, D. C.*

DEAR SIR: I am in receipt of your letter of the 5th instant, with inclosure of proposed bill (H. R. 9532), and in reply would say your contemplated action meets my most hearty concurrence, and I earnestly hope you may secure its final passage through Congress.

Any aid we can render here to promote the good cause will be gladly done upon your indication.

Very sincerely, yours,

SARAH G. BAIRD,  
*Master Minnesota State Grange.*

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FORT ATKINSON, WIS., *January 5, 1897.*

Hon. S. A. COOK, *Washington, D. C.*

DEAR SIR: A bill to regulate the importation and sale of agricultural seeds (H. R. 9532) should become a law. To any one who has not been a dealer in seeds it is very hard to make them understand the gross injustice done to the innocent purchaser of seeds who plants them in the soil.

Seeds that will not grow, seeds that are full of foul seeds which takes years of labor to eradicate, all cause the farmers, who are the great sufferers in this matter,



years of hard, earnest labor, that some unscrupulous dealer in seeds might be benefited.

If there was ever a just bill introduced into Congress for the benefit of the farming interest in this country this bill is certainly the one.

D. W. CURTIS,  
*Secretary Wisconsin Dairymen's Association.*

INDIANA STATE GRANGE,  
*South Bend, Ind., January 13, 1897.*

Hon. S. A. COOK, *Washington, D. C.*

DEAR SIR: Yours of 5th instant, inclosing House bill 9532, at hand and noted. The bill covers a point very much needed and one that the farmers all over the country will most heartily approve. It will afford me much pleasure, by petition and letter, to urge our Representatives in both branches of Congress to vote for it. The passage of the bill will afford needed relief to the honest seedsmen and farmers, and should pass.

Thanking you for your courtesy, and be assured we will do what we can personally and as an order for the success of the measure.

Yours, truly,

AARON JONES,  
*Master Indiana State Grange.*

#### MEMORIAL OF WISCONSIN FARMERS.

HILBERT, WIS., *January 21, 1897.*

Whereas a bill has been introduced in the Congress of the United States by Hon. S. A. Cook, the Representative of this, the Sixth, district of Wisconsin, regulating the importation and sale of agricultural seeds and restricting the sale of seeds not 99 per cent pure: Therefore, be it

*Resolved*, That we, the farmers of Calumet County, at the Farmers Institute assembled, indorse his action and tender to him our approval of such bill; and be it further

*Resolved*, That it is the wish of this meeting that all Congressmen and United States Senators use every lawful means to secure the passage of said bill.

*Resolved*, That a copy of this resolution be forwarded to Hon. S. A. Cook.

G. A. CRESSY,  
J. D. GRANDINE,  
*Committee.*

EAST HARDWICK, VT., *January 11, 1897.*

S. A. COOK, M. C., *Washington, D. C.*

DEAR SIR: Am in receipt of yours of the 5th instant with copy of bill. I am not conversant with the custom in this matter of importation of seeds, yet am certain anything that can be done by legislation to prevent the distribution of foul seeds that are being sown broadcast in the country at the present time will benefit us.

Yours, truly,

C. J. BELL.

STATE GRANGE OF WISCONSIN,  
*Neenah, Wis., January 13, 1897.*

Hon. S. A. COOK, M. C., *Washington, D. C.*

DEAR SIR: Copy of bill (H. R. 9532) to regulate the importation and sale of agricultural seeds is received, and in behalf of the Wisconsin State Grange I most heartily indorse the same, and urge the necessity and importance of its passage by Congress at the present session.

H. E. HUXLEY,  
*Master Wisconsin State Grange.*

NEENAH, WIS., *January 6, 1897.*

Hon. S. A. COOK, *Washington, D. C.*

FRIEND COOK: Your bill, also papers, came duly to hand, and I can say frankly that your bill for regulating the handling of seeds is just what we need, and it is surprising to me that such a bill has not been introduced and passed before.

While it is a subject that my attention was never called to until I read your bill, I can readily see that it is a matter of great importance to the agricultural interests of this country, and will become more and more so as the years roll by, and I hope it will pass at once.

F. T. RUSSELL.



MONTGOMERY, *January 16, 1897.*Hon. S. A. COOK, *Washington, D. C.*

MY DEAR SIR: I have read with must interest and pleasure House bill 9532, sent me, and believe that it will accomplish great good when it becomes law, and should be enacted without delay. Delay may cost millions of dollars to the farmers directly and to the country indirectly in loss of time, labor, and useless expense, which might be saved by the passage of this bill. I am sure I reflect the sentiments of all the farmers of this State in this matter.

HIRAM HAWKINS, *State Senator.*OTTAWA, *January 9, 1897.*

Hon. S. A. COOK,  
*House of Representatives, Washington, D. C.*

MY DEAR COOK: Your letter of the 31st ultimo has been forwarded to me here. Am in Canada for three weeks at lecture work at the various dairy conventions in the Province of Ontario.

Would have written you before concerning the character of your bill to regulate the importation and sale of agricultural seeds, but found myself so infernally busy with all the work I had on hand, getting ready to deliver six lectures, to get away, that I have been obliged to neglect many things. I have examined the bill somewhat, and believe that its object is most worthy. I do not know of any legislation which, in my opinion, contains a more practical object, but just whether the provisions that you have established in your bill are the wisest to that end it is impossible for me to say. I can see, as you say, that there has been a large amount of imposition upon the people, and I believe you are better qualified to judge of the wisdom of this action of yours than myself. Let me say this, that I do not see, as yet, where I can find any particular fault or question in the provisions of the proposed law, but I am more certain with my own judgment in the abstract than I am with the act in question. Go ahead with it. I do not know why it is not as good as any that can be offered. Much of this work is tentative and experimental, and the only education that we can get is not in speculation but in doing the thing. Put the question into law, let it work its own salvation and develop its own deficiencies. I shall of course back you up in this to the extent of my influence and ability.

W. D. HOARD, *Fort Atkinson, Wis.*INDIANAPOLIS, IND., *December 17, 1896.*

S. A. COOK, Esq.

DEAR SIR: Yours to hand duly. Most certainly will aid you all in our power in your effort. Will copy from bill in next number.

INDIANA FARMER COMPANY,  
J. G. KINGSBURY, *Editor.*

NORDWESTLICHER COURIER,  
*Fond du Lac, Wis., December 28, 1896.*

Hon. S. A. COOK, *Washington, D. C.*

DEAR SIR: I received a copy of your bill and made mention of its usefulness in the Courier. Whatever can be done for our farmers ought to be done, as it is mighty little the Government can do for them, the farmer being one of the parties a high tariff will seldom benefit, at least not directly. We can help our infant industries with a tariff, but we can not raise the price of grain through a tariff. I think the cheese bill will help our farmers considerable to better the markets through a better reputation of our cheese in foreign markets.

Respectfully, yours,

W. F. WEBER.

COLORADO STATE GRANGE,  
*Niwot, Colo., January 23, 1897.*

S. A. COOK,  
*House of Representatives, Washington, D. C.*

DEAR SIR: Referring to your favor of the 5th instant, regarding House bill 9532, will say this matter was brought up at the recent session of the Colorado State Grange, held in the city of Denver, and the following resolution was presented and unanimously adopted:

"Whereas we believe that many imported seeds are purposely mixed with most noxious weed seeds, with a small percentage of the genuine article: Therefore be it

"Resolved, That our Secretary of Agriculture be requested to procure the passage and final execution of such laws as will, as far as possible, protect the agriculturists



of America from the nefarious results that must of necessity follow from the dissemination and planting of such foul seed in this country."

Be assured the agriculturists of Colorado are in full sympathy with you in your efforts to secure legislation to remedy this evil.

Respectfully, yours,

J. A. NEWCOMB, *Master*,  
WILL T. WILSON, *Secretary*,  
*Colorado State Grange Patrons of Husbandry.*

P. S.—I believe you will have the hearty support of our honorable Representatives, Shafroth, Bell, and Teller, in passing your bill.

J. A. N.

DES MOINES, IOWA, *January 27, 1897.*

Hon. J. P. DOLLIVER, *Washington, D. C.*

DEAR SIR: We have just noticed the newspaper report of the House bill No. 9532, introduced by Mr. Cook, of Wisconsin, to regulate the sale of agricultural seeds, and we desire to call your attention to the very objectionable features of this bill. Should such regulations be enforced they would drive all responsible seed firms out of the business, and throw the trade into the hands of small irresponsible parties.

We have always printed plainly in our catalogue and on all our billheads a non-guarantee clause, stating that we would not warrant the seeds which we sold. The same clause is used by all responsible seed firms in this country as well as Europe and Australia, and a moment's consideration will convince any one of the impossibility of a seed firm guaranteeing their seeds to grow and produce a perfect crop regardless of weather.

The passage of this bill would also prevent farmers from selling clover and grass seeds to the dealers, as most of the seeds received from farmers contain a far larger proportion of weed seeds than that named in the bill. It remains with the dealers to clean the seeds and get them in proper condition for selling. Should this bill come up for passage, we hope you will use your influence to prevent its becoming a law.

Yours, truly,

IOWA SEED COMPANY,  
Per CHAS. N. PAGE.

BELOIT, WIS., *December 28, 1896.*

Hon. S. A. COOK, *Washington, D. C.*

MY DEAR SIR: We are all quite familiar with your bill (H. R. 9532), and we are for it everywhere. I believe it to be one of the most important measures that has come before Congress. Many of our people do not realize how much we are in need of such a law. If I can in any way be of service to you please command me.

Very truly, yours,

C. H. EVERETT.

STATE GRANGE OF WISCONSIN,  
*Neenah, Wis., January 16, 1897.*

Hon. S. A. COOK, M. C., *Washington, D. C.*

MY DEAR SIR: Inclosed find resolution passed at a farmer's meeting conducted by the Pomona Grange of Rock County. This was the largest gathering of farmers held this winter so far. They were unanimous in this matter.

Hoping success may crown your efforts and this bill will be passed, I remain,

Yours, very truly,

H. E. HUXLEY.

Whereas the Hon. S. A. Cook, Member of Congress from the State of Wisconsin, has introduced in Congress a bill numbered H. R. 9532, to regulate the importation and sale of seeds: Therefore,

*Resolved*, By the Rock County Pomona Grange farmers' convention, now in session at Milton Junction this 14th day of January, A. D. 1897, that we most heartily indorse said bill (H. R. 9532) and urge upon Congress its passage at the present session.

We hereby certify that the above resolution was adopted at the above named meeting January 14, 1897.

A. C. POWERS, *Master*.  
F. A. BLEASDALE, *Secretary*.



STATE GRANGE OF WISCONSIN,  
Milton Junction, Wis., December 15, 1896.

Hon. S. A. COOK:

Yours of 12th, also bill 9532, "To regulate the importation and sale of agricultural seeds," at hand. I have read it over carefully and hope you will succeed in passing it. No honest man will oppose it. It is right and ought to have been upon our statute books long ago. It is a swindle, almost as much a fraud as the filled cheese was.

Our State Grange last week passed a resolution of thanks to you unanimously for pushing through your filled-cheese bill last winter; sorry you was not a candidate last fall for reelection. We need just such men as you are in Congress.

Very truly, yours,

S. C. CARR.

SPRINGBORO, OHIO, January 16, 1897.

Hon. S. A. COOK, Washington, D. C.

DEAR SIR: I have your favor of the 2d, accompanying your agricultural seed bill. I have given your bill as careful study as my time would allow, and so far as I can see I should be pleased to see it enacted into law. I presume it will not come up for action before next Congress. It has the appearance, at least, of a "protective" measure for the farmer, and "protection" as yet has generally been on the wrong side of the ledger in the farmer's account. Wishing you success, I am,

Yours, very sincerely,

S. H. ELLIS,

Master Ohio State Grange Patrons of Husbandry.

MARLBORO, MASS., January 18, 1897.

Hon. S. A. COOK, Washington, D. C.

DEAR SIR: I am in receipt of a copy of the proposed bill, introduced by you, looking to the protection of seed users, especially against the introduction of foul weed seed. I am heartily in sympathy with the purport of the measure, and trust you will be able to pilot it clear of legislative rocks and snags to a successful culmination. I anticipate you will meet opposition, and that quite an argument will be built up to show that this is purely a police matter, and as such should be left to each State to settle. If you do succeed in getting it through Congress, kindly let us know how it is done, as we want to give some one a similar job in procuring legislation which will compel the constantly increasing number of so-called concentrated feed stuffs to be sold upon guaranteed analysis.

Yours, truly,

E. D. HOWE.

#### MEMORIAL OF CONNECTICUT STATE GRANGE.

*Resolved*, That the Connecticut State Grange heartily indorse House bill 9532, introduced by Mr. Cook, of Wisconsin, "to regulate the importation and sale of agricultural seeds," and earnestly urge our Representatives in Congress to use all honorable means for its passage.

Hon. S. A. COOK.

DEAR SIR: The above resolution was unanimously passed at our session held in New Haven from 12th to 14th January, 1897.

Attest:

[SEAL.]

HENRY E. LOOMIS, Secretary.

SPRINGBORO, OHIO, February 9, 1897.

Hon. S. A. COOK, M. C., Washington, D. C.

MY DEAR SIR: Your favor of the 4th reached me last evening, and I assure you I have carefully studied its contents; and I wish to certify to you that I receive its apparent and no doubt deserved chidings in as kindly spirit as the author declares they were dictated. After all of twenty-five years spent in an earnest, honest effort to arouse the farmers of Ohio to mutual helpfulness, I assure you I know how discouraged one feels, after making an earnest effort to forward the good work, to appeal to some one whom you had a right to expect would heartily enter into your scheme and give a vigorous support to the measure to help him more than it would help yourself, to be met at best with a few kind expressions, but spoken or written at the zero point.

Now, I frankly say to you that the matter proposed to be corrected by your bill, was one that I had thought but little of. Personally, I produce all the seeds—clover grass, cereals, etc.—that I use on my farm, and was not aware that the adulterations, etc., were of such magnitude as you indicate. The filled-cheese bill came exactly in



line of our legislative work in Ohio for several years past, and I gave the bill my full support and holloed "glory" when it became law.

I must say, as a partial explanation of my apparent coldness in response to your former letter, that I am engaged in Farmers' Institute work in our State this winter, which has kept me from home almost constantly since November. And in addition to this, the Grange in Ohio determined to elect me as master at the annual meeting in December last.

This has thrown a heavy correspondence upon me in addition to my institute work. I have my mail forwarded from my home office every other day. So you can readily see how a rather new reform, as your bill seemed to be, would not receive that attention that its merits deserved. I expect to spend Saturday evening and Sabbath next at our experiment station at Wooster, Ohio, and Col. J. H. Brigham, master of the National Grange, will be with me there. If we can do you any good at this late date address me there, care of Prof. J. F. Hickman, and I assure you I shall be glad to serve you. This week and next finishes my institute work for this year. I write this from New Lisbon, Columbiana County, Ohio, where we hold an institute to-morrow and next day.

Yours, very truly, and with respect,

S. H. ELLIS,  
*Master Ohio State Grange.*

## WOOL.

### ARGUMENT IN FAVOR OF THE WOOL TARIFF BILL AGREED UPON BY THE NATIONAL WOOL GROWERS' ASSOCIATION.

(Presented by Hon. WILLIAM LAWRENCE.)

The Presidential and Congressional elections in 1896 resulted in favor of the general policy of a protective tariff. The platform of principles of the political party of protection promised "the most ample protection for wool." The wool tariff has been properly styled "the keystone of the protective arch." It was so regarded in the Wilson tariff act of August 27, 1894, which abandoned the general policy of protection. The political party which will be in power after March 4, 1897, is obligated by solemn pledge to give no meager or half-way protection to the wool industry. But woolgrowers are now asking barely that measure of protection which is essential to reasonable prosperity for their industry.

#### I.

#### CONDITION OF SHEEP HUSBANDRY IN THE UNITED STATES 1892 TO 1894.<sup>1</sup>

In 1893 the number of sheep in the United States was 47,273,553, with an average value of \$2.66 per head, or a total of \$125,909,264, and a wool product estimated by the Department of Agriculture at 303,151,055, and by J. P. Truit, of Philadelphia, at 348,538,138 pounds, as marketed, generally unwashed, some washed.

The Presidential and Congressional elections of 1892 resulted in the election of Cleveland as President and a Congress in favor of a "tariff for revenue only," with free wool, which even before a free-wool law was enacted began to produce its effect in reduced prices for wool and the slaughter of flocks. The free-wool bill was passed and became a law August 27, 1894.

<sup>1</sup> References are made in this argument to documents which should be read to fully understand the points discussed; so, also, should the argument of Mr. Lawrence before the Committee on Ways and Means, January 6, 1897, for which see *Tariff Hearings*.



## II.

## THE EFFECT OF FREE WOOL, 1892 TO 1896—GENERAL EFFECT.

Under the free-wool act of August 27, 1894, sheep in the United States declined in numbers until, on April 1, 1896, they reached only 36,464,405, of the average value of \$1.70, or a total of \$61,989,488, with a wool product of only 270,474,708, of the farm value of only \$20,800,146. (Senate Doc. No. 17, Fifty-fourth Congress, second session, December, 1896, pp. 143, 177, being the memorial of the Farmers' National Congress.)

This was a loss in number of sheep of 10,809,148 since 1893, a loss in value of \$63,919,776, a loss in wool clip of 78,063,430 pounds, which under adequate protection would have been of the farm value of \$13,010,571.

The farm value of wool in 1892, with a meager tariff protection, was \$47,185,283; the farm value in 1896, without protection, was \$20,800,000, or a decline in value from 1892 to 1896 of \$26,385,283.

Hon. S. N. D. North, secretary of the National Wool Manufacturers' Association, says: "The average farm value did not exceed 8 cents per pound" for the wools of the United States in 1896. Justice, Bateman & Co., Philadelphia wool merchants, show that the farm value of Ohio XX fine unwashed merino was, July 1, 1896, only 9 cents, and the wools of Utah and the Rocky Mountain region only 4 cents. (Senate Doc. No. 17, December, 1896, p. 25.)

It has been demonstrated that from 1892 to 1896, inclusive, the wool-growers of the United States lost, by free wool, \$178,793,121. The items in detail will be found in Senate Doc. No. 17, December, 1896, pages 24, 27, 177.

## 2. WHAT OHIO LOST BY FREE WOOL.

In April, 1891, Ohio had 3,796,695 sheep, of the value assessed for taxation of \$10,082,076; in 1896 only 2,293,686 sheep, of the value of only \$3,897,710, a decline in numbers of 1,503,009 and in value of \$6,184,366. (Senate Doc. No. 17, December, 1896, pp. 168.)

## 3. WHY THE LOSS OF SHEEP WAS NOT GREATER IN ALL THE STATES.

The loss in numbers, both in Ohio and in all the States, would have been greater but for two reasons—

1. The hope that in the near future a sufficient protective tariff would soon come; and

2. Because all agricultural industries were so depressed that wool-growing lived to suffer a common calamity.

## III.

## THE CONDITION OF FARMERS WHO OWN NO SHEEP—ALL INDUSTRIES SUFFERING.

We need, and with adequate protection can soon have, in the United States 110,000,000 sheep, producing 650,000,000 pounds of wool on the unwashed basis—all required of every kind for our annual consumption. (Senate Doc. No. 17, December, 1895, pp. 6, 197; Senate Mis. Docs. 35, 77, 124, Fifty-third Congress, second session; Senate Doc. No. 17,



December, 1896, p. 28. Thomas Dolan so declared, January 21, 1896.) This would make an increased demand for pasturage, hay, corn, and oats. With adequate protection for wool since 1883, we would now have that number. (Senate Doc. No. 17, December, 1896, p. 29; Senate Mis. Doc. No. 124, Fifty-second Congress, second session, p. 22; Senate Mis. Doc. No. 77, same session, pp. 17-24.) With that number fair prices for corn, oats, and hay would now reward the labors of the farmers of the United States. For want of them the farm value of corn in Ohio is only 18 cents per bushel; oats, 13 cents; fat cattle and hogs only \$3 to \$3.25 per 100 pounds, and until the shortage of the wheat crop of 1896 wheat in Ohio for two years commanded only 50 cents per bushel. These prices are ruinously low—a decline of about 35 per cent in the last twenty years, while the conditions of society require new and more expensive modes of living.

In the States west of Ohio even lower prices and more depression and financial embarrassment exist. The farmers encounter bankruptcy and mortgages, and by the "interdependence of industries," distress and ruin are invading all productive employments.

Something must be done to relieve existing conditions or the Republican party will soon go out of power; the protective policy can not be maintained, and a revolution may come in our monetary policy. (Senate Doc. No. 17, December, 1896, pp. 30, 36, 64, 82, 130.)

The Baltimore Sun of February 6, 1897, published an extract from a recent address of that eminent merchant, philanthropist, and statesman, formerly a member of Congress, Hon. William E. Dodge, of New York City, at a meeting in that city, in which he said:

I was fortunate enough to be appointed as one member of the delegation to Indianapolis, and while acting on the committee on rules and regulations, to which all the business was referred, I was shut up for two days with representatives from twenty-eight different States and I had an opportunity of free and unrestricted intercourse and conference with those gentlemen, and the information received there was confirmed afterward in Washington, where, as chairman of the arbitration committee, I had conferences with a number of Senators from those same States, and I came back very deeply impressed with the conviction that I had not been entirely informed, and those living in the East were not entirely informed, as to the condition of things in very large portions of our country.

I was surprised, sir, to find the assertion constantly made by men from the far Western States and the South and Southwestern States that it was not Mr. Bryan and it was not silver that they were in favor of, but they needed some change to bring relief from the terrible condition of poverty and scarcity of money under which they labored. They felt that their condition was so extreme and so painful that any change would be of value, and when I came to look into the matter and to talk in a friendly and kindly way with them they all confirmed the same feeling which I had found at a long conversation in the Treasury Department at Washington, that the circulation of the country is quite out of joint, that the lungs and heart are congested, and that the extremities of the country are absolutely without any blood.

I found that there were great sections of the Southern and Western country where there was absolutely no money at all; where the most primitive forms of barter obtained; where everything was most disorganized. One gentleman told me that in his county, which was quite a rich agricultural country, by some happy accident a \$50 bank bill had come down into the county and that he had taken a horse and buggy and spent four days in visiting all the towns in the county striving to get it changed into smaller bills, but had been unable to do so and finally was obliged to send it to Richmond. There were Senators who told me that their constituents never saw a dollar of money from the beginning of the year to the end, with the result that they had constantly to go into debt to the local storekeepers. The local storekeepers received their pay in kind. In fact, everything was drifting back to the old times before money was invented. And this was not in one section of the country only, but in large sections.

We can quite easily understand that where there is not sufficient money to establish a national bank under the very onerous laws at present in force, there is nothing else to take the place. The same difficulty has come up in other parts of the world.



In this country every man has a chance to care for the Government, and unless we instruct our good friends and show our sympathy with them and understand that when any part of the country suffers the whole country suffers, we are sure to have difficulty ahead. It was brought out at the Indianapolis convention that after the first sad, serious mistake made necessary by the exigencies of the civil war we had gone on with makeshifts ever since. One bit of legislation necessary to bridge us over a particular crisis has been met with another; with every issue of bonds and of greenbacks, and with every other form of currency, legislative enactments have been made and they contradict and overlap each other, and the business of the Treasury is exceedingly hard and difficult.

I came away from Indianapolis with this very firm impression, and I have only ventured to submit it because I feel it so deeply that unless those of us in more favored parts of the country understand the condition of our brothers and our fellow-citizens in the other parts of the country, unless we wisely instruct and educate them and bring about some wise methods for their relief, when the year 1900 comes we shall be swamped by an infinitely more powerful vote against us than during this last election. I think the change will be a very serious one. Every man that I met emphasized that fact. Therefore I make the motion that a committee be appointed to act with that Commission, so that we can bring back to New York and to our friends here such information as may lead them to give their advice and experience and help to any wise efforts determined upon by the Government." [Applause.]

Here it is appropriate to say—

Princes and lords may flourish and may fade,  
A breath unmake them as a breath has made.  
But an honest yeomanry, their country's pride,  
If once destroyed can never be supplied.

#### IV.

#### THE GREATEST NEED A WOOL TARIFF.

The greatest need to begin the revival of ALL industries is that which was promised by the Republican national platform of 1896—"the most ample protection for wool." A wool-tariff bill, singly and alone, should be the first measure passed at an extra session of Congress, because it is first in importance to begin to restore prosperity, and sheep husbandry has suffered more by hostile legislation than any other industry in our whole national existence.

#### V.

#### THE WOOLGROWERS' BILL—TWELVE CENTS DUTY—FIVE REASONS IN SUPPORT OF IT.

The National Woolgrowers' Association in December, 1895, agreed upon the draft of a bill asking for a duty of 12 cents per pound on unwashed merino. This is necessary and just.

1. This was indorsed by the Farmers' National Congress, November, 1896; by the Ohio State Grange, December, 1896; again by the National Woolgrowers' Association, December 4-7, 1896; again January 4-5, 1897; by the Utah Woolgrowers' Association August, 1896 (Senate Doc. No. 17, December, 1896, p. 31); by the Indiana Woolgrowers' Association, January 5-6, 1897, and by the New Mexico Woolgrowers' Association January 28, 1897.

2. The wool-tariff act of 1867 gave a duty of from 12 to 15 cents, according to value, when foreign wool prices were *much higher than now*. (Senate Doc. No. 17, December, 1896, pp. 134, 142.) With high foreign prices less protection is needed; when they go down more protection is needed.

3. The act of 1883 gave from 10 to 12 cents per pound, according to value, when the foreign price was much more than now. But even



with that protection our sheep declined in numbers from 50,626,626 in 1884, with a wool clip of 308,000,000 pounds, to only 43,431,136 in 1891, producing 285,000,000 pounds.

4. The act of 1890 gave a duty of 11 cents, but under that (1) the prices of wool went down and down. (Senate Doc. No. 17, December, 1896, pp. 25-27.) (2) Sheep in Texas actually declined in numbers from 4,281,812 in 1890 to 2,859,269 in 1894. (Senate Doc. No. 17, December, 1895, pp. 181, 209-211.) (3) The increase in the aggregate of numbers was slow and inadequate. (Senate Doc. No. 17, December, 1896, p. 144.)

#### HONOR TO WILLIAM M'KINLEY.

And here it is appropriate to say that William McKinley, then in Congress, voted against the repeal of the wool tariff of 1867, against the reduced tariff bill of 1883 because not sufficiently protective. He had the foresight to see the ruin it would bring and the courage to withstand the plausible clamor for reduced duties. Verily, he has his reward. His example should give courage to those who now falter and to those about ready to surrender our just claims to ample protection.

The fact is woolgrowers lived on hope rather than any sufficient benefits realized. The act of 1890 was a failure by reason of defects, the effects of which were not foreseen by reason of ad valorem duties on third-class wools and the decline in the world's prices of wools since 1890.

5. The world's prices of wools declined from 1891 to 1895, 18 per cent, thus requiring more protection than in 1890. (Senate Doc. No. 17, December, 1896, p. 31.)

### VI.

#### I.—WHAT IS AMPLE PROTECTION FOR WOOL—HOW ASCERTAINED.

In order to determine what is ample protection we must ascertain:

1. The cost of producing wools in the United States, and,
2. The price at which foreign competing wools can be laid down at our principal wool markets, Philadelphia, New York, and Boston.

#### *Cost of producing wools in the United States.*

The principal wools of the United States are merino. The actual cost of producing these wools without allowances for profit east of the Missouri River is—farm value—all of 20 cents per pound for unwashed merino, shrinking 66½ per cent in scouring.

The cost in the Rocky Mountain region is all of 16 cents per pound.

This is shown in Senate Document No. 17, Fifty-fourth Congress, first session, Memorial of National Wool Growers' Association, December, 1895, pages 70, 107, 152-153.

In Texas, where the cost is less than in most even of the new States, the ranch price in 1890 was 18.21 cents per pound. Sheep began to decline in numbers so that in 1892, with the price 15.72 cents, the number declined to 3,564,469.



# HOW SHEEP HUSBANDRY DECLINED IN TEXAS UNDER THE TARIFF ACT OF OCTOBER 1, 1890.

The following statistics of sheep and wool prices show the insufficiency of the act of 1890 as a protective measure for the wool industry:

## Texas sheep and wool statistics.

### STOCK.

[From official reports of comptroller of State of Texas.]

| Year.      | Number of sheep. <sup>a</sup> | Valuation. | Average per head. | Increase in number. | Decrease in number. | Increase in valuation. | Decrease in valuation. |
|------------|-------------------------------|------------|-------------------|---------------------|---------------------|------------------------|------------------------|
| 1870 ..... | 924,749                       | \$992,316  | \$1.07            | .....               | .....               | .....                  | .....                  |
| 1875 ..... | 1,706,044                     | 1,939,740  | 1.13              | 781,295             | .....               | \$947,424              | .....                  |
| 1880 ..... | 2,977,618                     | 4,282,530  | 1.43              | 1,271,574           | .....               | 2,342,790              | .....                  |
| 1881 ..... | 3,262,107                     | 5,001,619  | 1.53              | 284,489             | .....               | 719,089                | .....                  |
| 1882 ..... | 3,771,242                     | 7,031,789  | 1.86              | 509,135             | .....               | 2,030,170              | .....                  |
| 1883 ..... | 4,491,600                     | 9,228,234  | 2.05              | 720,358             | .....               | 2,196,445              | .....                  |
| 1884 ..... | 4,691,008                     | 9,291,890  | 1.98              | 199,408             | .....               | 63,656                 | .....                  |
| 1885 ..... | 4,749,625                     | 6,224,076  | 1.31              | 58,617              | .....               | .....                  | \$3,067,814            |
| 1886 ..... | 4,543,765                     | 5,282,814  | 1.16              | .....               | 205,860             | .....                  | 941,262                |
| 1887 ..... | 4,275,394                     | 5,016,674  | 1.17              | .....               | 268,371             | .....                  | 266,140                |
| 1888 ..... | 4,316,513                     | 4,636,463  | 1.07              | 41,119              | .....               | .....                  | 380,211                |
| 1889 ..... | 4,280,111                     | 5,032,293  | 1.17              | .....               | 36,402              | 395,830                | .....                  |
| 1890 ..... | 4,281,812                     | 5,454,810  | 1.27              | 1,701               | .....               | 422,517                | .....                  |
| 1891 ..... | 4,070,225                     | 5,639,705  | 1.38              | .....               | 211,587             | 184,895                | .....                  |
| 1892 ..... | 3,564,469                     | 4,854,384  | 1.36              | .....               | 505,756             | .....                  | 785,321                |
| 1893 ..... | 3,366,257                     | 4,776,848  | 1.42              | .....               | 198,212             | .....                  | 77,536                 |
| 1894 ..... | 2,859,269                     | 2,761,727  | .97               | .....               | 506,988             | .....                  | 2,015,121              |
| 1895 ..... | 2,386,822                     | 2,442,162  | 1.02              | .....               | 472,447             | .....                  | 319,565                |

<sup>a</sup> Assessors ascertain number January of each year.

### WOOL.

[Price of wool per pound averaged from statistics furnished by Messrs. T. C. Frost & Co., Hill & Palmer, and Halff & Bro., of San Antonio, Tex.]

| Year.  | Import rate.    | Average price per pound. | Average weight of fleece. | Aggregate of clip. | Value of clip. | Increase in clip. | Decrease in clip. | Increase in value of clip. | Decrease in value of clip. |
|--------|-----------------|--------------------------|---------------------------|--------------------|----------------|-------------------|-------------------|----------------------------|----------------------------|
|        | <i>Cents.</i>   | <i>Cents.</i>            | <i>Pounds.</i>            | <i>Pounds.</i>     |                | <i>Pounds.</i>    | <i>Pounds.</i>    |                            |                            |
| 1870 . | <sup>a</sup> 10 | .....                    | 5½                        | 5,086,119          | .....          | .....             | .....             | .....                      | .....                      |
| 1875 . | <sup>a</sup> 10 | .....                    | 5½                        | 9,383,242          | .....          | 4,297,123         | .....             | .....                      | .....                      |
| 1880 . | <sup>a</sup> 10 | .....                    | 5¾                        | 17,121,303         | .....          | 7,738,061         | .....             | .....                      | .....                      |
| 1881 . | <sup>a</sup> 10 | .....                    | 5¾                        | 18,757,114         | .....          | 1,635,811         | .....             | .....                      | .....                      |
| 1882 . | <sup>a</sup> 10 | .....                    | 5¾                        | 21,684,641         | .....          | 2,927,527         | .....             | .....                      | .....                      |
| 1883 . | 10              | 17.93                    | 5¾                        | 25,826,700         | \$4,630,727    | 4,142,059         | .....             | .....                      | .....                      |
| 1884 . | 10              | 13.12                    | 5¾                        | 26,973,296         | 3,538,896      | 1,146,596         | .....             | .....                      | \$1,091,831                |
| 1885 . | 10              | 16.27                    | 5¾                        | 27,310,343         | 4,443,392      | 337,047           | .....             | \$904,496                  | .....                      |
| 1886 . | 10              | 18.15                    | 6½                        | 29,534,472         | 5,360,506      | 2,224,129         | .....             | 917,114                    | .....                      |
| 1887 . | 10              | 15.97                    | .....                     | 27,790,061         | 4,438,072      | .....             | 1,744,411         | .....                      | 922,434                    |
| 1888 . | 10              | 16.20                    | .....                     | 28,057,334         | 4,545,288      | 267,273           | .....             | 107,216                    | .....                      |
| 1889 . | 10              | 18.40                    | .....                     | 27,820,721         | 5,119,012      | .....             | 236,613           | 573,724                    | .....                      |
| 1890 . | 11              | 18.21                    | .....                     | 27,831,778         | 5,068,166      | 11,057            | .....             | .....                      | 50,846                     |
| 1891 . | 11              | 17                       | 7                         | 28,491,575         | 4,843,567      | 659,797           | .....             | .....                      | 224,509                    |
| 1892 . | 11              | 15.72                    | .....                     | 24,951,283         | 3,922,341      | .....             | 3,540,292         | .....                      | 921,226                    |
| 1893 . | 11              | 9.82                     | .....                     | 23,563,799         | 2,223,965      | .....             | 1,387,484         | .....                      | 1,698,376                  |
| 1894 . | Free.           | 7.44                     | .....                     | 20,014,883         | 1,489,107      | .....             | 3,548,916         | .....                      | 734,858                    |
| 1895 . | Free.           | 7.89                     | .....                     | 16,707,754         | 1,318,241      | .....             | 3,307,129         | .....                      | 170,866                    |

<sup>a</sup> Special, and 11 per cent ad valorem.

In other States under that act the increase was slow, not at all what it would have been under the most ample protection. (Senate Doc. No. 17, December, 1896, pp. 144, 148; Senate Doc. No. 17, December, 1895, p. 145.)

### 2. Competing wools.

The wools east of the Missouri are generally superior in quality to those west, and the farm value of the former unwashed is accordingly



about from 3 to 5 cents per pound greater. (Senate Doc. No. 17, December, 1896, p. 27.)

The Port Phillip Australian merino is more nearly of the quality of the merino grown east of the Missouri River, and is usually called the "competing wool." When unwashed and even unskirted the good grades will shrink in scouring only 50 per cent. But all foreign wools of every kind compete with *all* our American wools. (Senate Doc. No. 17, December, 1896, p. 157.)

The merino wools of the Cape of Good Hope and of Argentina are inferior in quality to the Australian, and hence are called "competing wools" for those grown west of the Missouri River, though in fact all foreign wools of every kind compete with them also. (Senate Doc. No. 17, December, 1896, p. 155.)

3. *The price at which foreign wools can be laid down in Boston shows the justice of a 12-cent duty. Foreign wools competing with our far-west wools.*

The London Wool Circular of Helmuth, Schwartze & Co., December, 1894, quotes London prices per pound as follows: (Senate Doc. No. 17, December, 1896, p. 141.)

|                                                          | d.              | cts.             |
|----------------------------------------------------------|-----------------|------------------|
| Buenos Ayres average greasy (36 per cent yield).....     | 4 $\frac{1}{2}$ | =9               |
| Buenos Ayres average greasy (old 30 per cent basis)..... | 3 $\frac{3}{4}$ | =7 $\frac{1}{4}$ |
| This makes the average price in London.....              | 4 $\frac{1}{8}$ | =8 $\frac{1}{4}$ |
| Average cost in Boston.....                              |                 | 8 $\frac{1}{4}$  |

This is the competition which the merino wools west of the Missouri must encounter. It will cost an average of 3 cents per pound, including commissions, etc., to ship these far-west wools to Boston, which in competition with the foreign wool at 8 $\frac{1}{4}$  cents will make the ranch price per pound, without tariff benefit, 5 $\frac{1}{4}$  cents. (Senate Doc. No. 17, Fifty-fourth Congress, first session, December, 1895, pp. 50, 54, 70, 175.)

But a part of the Buenos Ayres wool quoted yields 36 per cent clean wool, which is from 3 to 6 per cent more than much of the wools west of the Missouri. And, first, by reason of this, and, second, the fact that the lightest of the foreign wools will be imported, and, third, that some advantage should be given to our wool over the foreign, there should be deducted 1 $\frac{1}{4}$  cents.

This will leave the net ranch price 5 cents.

The correctness of this is shown by the fact that Justice, Bateman & Co. quote the ranch price, July 1, 1896, at 4 cents, under free wool. (Senate Doc. No. 17, December, 1896, p. 27.) A tariff rate of 12 cents per pound will never give a "protective benefit" equal to the tariff rate. But suppose it gives a protective benefit of 10 cents?

This would give the price the far-west woolgrowers would receive actual ranch value—the price at the nearest local market—per pound only 15 cents, with a duty of 12 cents.

This computation is on price quotations of 1894, in London. But South American wool can be laid down in Boston as cheaply as in London.

I have used the price quotations for 1894 because they fairly represent those we may expect to encounter under a new tariff. This is evident, from the following considerations:

1. Whenever a new tariff shall come foreign wool will *decline in price* (1) in order to get into our markets and (2) because of the competition by the increase of our flocks.



This we may know (1) from experience, and (2) it may be inferred from the evidence of Manger & Avery, New York wool importers. (Senate Doc. No. 17, December, 1896, p. 64.)

2. Theodore Justice, in a letter January 27, 1897, says:

In my judgment, before another presidential election Port Phillip (Australian merino) will fall 6 cents per pound. (And see Justice, Bateman & Co., wool circular, February 1, 1897.)

3. The secretary of the National Association of Wool Manufacturers said, in the bulletin of the association for September, 1896:

Cheap as is domestic wool to-day, it is not as cheap, when all the conditions of shrinkage are taken into account, as many of the foreign wools which are now everywhere to be found in our markets. *As the pressure of these foreign wools increases, the prices of domestic wools are destined to fall still lower, in comparison with foreign prices.* This is proved by the fact that they can not now be profitably shipped abroad for sale in competition with foreign wools.

The reason there is an overproduction of wools in the world. (Senate Doc. No. 17, December, 1896, pp. 31, 100.)

The secretary of the National Association of Wool Manufacturers, in the bulletin of the Association for September, 1896, says:

That the world's production of wool has doubled since 1870, and that the demand for it has been steadily lagging behind this enormous increase in supply.

4. And it will be seen by the evidence of our late Consul-General Wallace to Australia that Port Philip (Australian) merino, *very much superior in quality* to the *general* South American and Cape of Good Hope merino, can be produced at a price of 9 cents per pound, whole fleeces, on shipboard at Melbourne, and laid down in Boston for 10 cents. The CONCLUSION is that there is a certainty that American wool-growers will encounter even lower prices than those of 1894, and hence need *more protection*.

But if we take the prices of South American merino wools in 1896, the woolgrowers west of the Missouri need a duty of 12 cents per pound on merino. These wools can be laid down in Boston as cheaply as in Liverpool. Prices in 1896 were advanced somewhat over 1894 because importers and manufacturers were buying foreign wools largely to hold for an advance in the American price under the expected wool tariff of 1897. (Senate Doc. No. 17, December, 1896, pp. 31, 152.)

But, as already shown, when the tariff shall come the foreign prices of foreign wools will decline.

The Liverpool Wool Circular, December 19, 1896, of J. L. Bowes & Bro., quotes as follows:

|                                                           | Pence. | Cents. |
|-----------------------------------------------------------|--------|--------|
| Montevideo, merino unwashed, per pound, good average..... | 6½     | = 13   |
| Lima unwashed, average .....                              | 5½     | = 11   |

|                                                                                                     |    |
|-----------------------------------------------------------------------------------------------------|----|
| The average of the two would be .....                                                               | 12 |
| Allow 3 cents for cost of shipping wool from the Rocky Mountain region to Eastern wool markets..... | 3  |

|                              |   |
|------------------------------|---|
| Leaves ranch value only..... | 9 |
|------------------------------|---|

But the wool quoted for our markets (*such as will be imported under a tariff*) is "good average" and "average," which is lighter than the *total average* of our merino wools west of the Missouri River, and will command in our markets all of 3 cents per pound more than our far-west wools. This will reduce our ranch price to 6 cents per pound. If a duty of 12 cents gave a protective benefit of that amount—as it will not—the ranch price would only be 18 cents—in practice only 16 cents



at most. And as we have seen, when the ranch prices in Texas fell as low as 18 cents per pound sheep began to decline in numbers.

THE CONCLUSION is inevitable that the woolgrowers west of the Missouri need a duty of all of 12 cents per unwashed pound of merino.

**ADDITIONAL EVIDENCE—FOREIGN MERINO WOOLS COMPETING WITH THE MERINO GROWN WEST OF THE MISSOURI RIVER—NECESSITY OF A DUTY OF 12 CENTS PER UNWASHED POUND.**

The Treasury Department Report on Wool and Manufactures of Wool (1894, p. 562) gives London prices of wools as follows:

| Cape of Good Hope.          | Scoured. | Spout-washed fleece. | Grease. |
|-----------------------------|----------|----------------------|---------|
|                             | d. Ots.  | d. Ots.              | d. Ots. |
| April, 1886.....            | 13 =26   | 8½=17                | 5½=11   |
| October, 1892.....          | 13½=27   | 8 =16                | 5½=11   |
| October-December, 1893..... | 14 =28   | 8 =16                | 5½=11   |
| Average.....                | 13½=27   | 8½=16½               | 5½=11   |

If a duty of 36 cents per scoured pound be added, the price per scoured pound will be 63 cents; add freight and charges from London to Boston, 1 cent, and the Boston price per scoured pound will be 64 cents.

Allowing 3 pounds of the unwashed merino wools of Texas and the Rocky Mountain region to make a scoured pound, this would make the Boston price 21 cents; allowing 3 cents per pound freight and charges from ranch to Boston would leave ranch price 18 cents.

But there are three considerations to be noticed in this connection:

(1) These quoted prices are higher than those now prevailing.

(2) The prospective decline, to be a permanent reduction in the world's prices of 5 cents under a tariff, will reduce the ranch price to 13 cents.

(3) It is apparent, also, from an inspection of the prices of grease wool as compared with scoured that the *lightest* of the grease wools have been and will be imported, and that the grease wools will not shrink 66⅔ per cent in scouring, because the average grease price quoted is 11 cents per pound and that of the scoured 27 cents, so that there is an advantage to the importer by importing the grease wool rather than the scoured, which will by so much reduce the ranch price of our far West merino wools.

**PORT PHILLIP AUSTRALIAN MERINO COMPETING WITH THE MERINO GROWN EAST OF THE MISSOURI RIVER.**

The London Wool Circular of Helmuth, Schwartze & Co., December, 1896, quotes "Port Phillip average to good scoured" and "skirted" at 28 cents per pound. The letter of Theodore Justice, March 5, 1894, shows that scoured Port Phillip was then, London price, skirted, only 30 cents per pound. (See the evidence, Senate Mis. Doc. No. 124, Fifty-third Congress, second session, p. 101.)

And *this* will sell in Boston for (scoured) all of 6 cents or more per pound than average scoured Ohio merino. (Senate Mis. Doc. No. 124, Fifty-third Congress, second session, p. 101.) The secretary of the National Association of Wool Manufacturers, in the bulletin of the Association for September, 1896, says of Ohio XX wool:

The 1896 price is about 4½ cents below the London scoured price of the like grades of Australian wool.



It has been shown that the UNWASHED skirted Australian will sell from 5 to 7 cents more than Ohio WASHED merino. (Senate Doc. No. 17, December, 1896, pp. 41, 64, 72, 127).

This scoured Australian can be laid down in Boston for 1 cent per pound, but call it  $1\frac{1}{2}$  cents, and this makes the Boston price per scoured pound  $29\frac{1}{2}$  cents. But call it 30 cents. This is the competition to which the merino wools east of the Missouri River are subjected now, under present conditions.

#### THE COST OF PRODUCING AUSTRALIAN, ARGENTINE, AND CAPE MERINO.

Hon. George H. Wallace, United States consul-general to Melbourne under the administration of President Harrison, shows that Australian merino "skirted" wools can be put on shipboard at Melbourne for 12 cents per pound, and that whole fleeces can be placed on shipboard for 9 cents per pound. His statement is quoted in full in my argument before the Committee on Ways and Means, January 6, 1897; Quarterly Bulletin of the National Wool Growers' Association, Boston, January 1, 1897. To the same effect see special consular report to the Department of State, 1892, on "Australian sheep and wool," page 37. And this wool will shrink in scouring only 50 per cent.

This is the competition Ohio and similar wools must encounter—scoured and skirted foreign wools laid down in Boston at less than 30 cents per pound.

I do not say that Australian merino has *yet* sold as low as stated by Consul-General Wallace; but it will sell as low, or possibly lower, if necessary to get into our markets under a tariff. And as already stated, Port Philip scoured and skirted wool has been quoted in London at 28 cents per pound, which proves the statement of Consul-General Wallace to be correct.

#### CONCLUSIVE EVIDENCE OF THE NEED OF 12 CENTS DUTY.

With the foregoing data, the conclusion is inevitable that a duty of 12 cents per pound is not only just and necessary, but moderate.

It will require 3 pounds of Ohio and similar unwashed merino to make 1 scoured pound. It will cost 3 cents per pound to reach the Boston market, including (1) local wool buyers' profit; (2) freight; (3) Eastern commission merchant charges; (4) insurance, etc., making for 3 pounds 9 cents.

Here, then, are 9 cents to be deducted from the Boston value of 1 pound of scoured Port Philip, leaving the farm value of each unwashed pound of Ohio merino, shrinking  $66\frac{2}{3}$  per cent in scouring, without tariff benefit, 7 cents per pound; but call it 9 cents.

If a tariff of 12 cents would give a protective benefit of that amount—as it will not—this would make the farm value per pound of unwashed merino 19 cents.

Justice, Bateman & Co. quoted farm value July 1, 1896, without tariff, at 9 cents, and a "protective benefit" of 12 cents would make it 21 cents. It is safe to say that with a wool tariff of 12 cents per pound the farm value in Ohio and other States east of the Missouri would reach only about 20 cents per pound.

It is well known that for Port Phillip merino, though of less intrinsic value than Ohio, yet by reason of its soft condition and its luster, fashion has made a demand which makes it command in the market, even unskirted, from 2 to 3 cents per pound more than Ohio, leaving



farm value only 19 cents; and under a tariff foreign wool prices would be reduced to get into our market. If *fashion* requires foreign wool as a foreign luxury, those who indulge in the luxury of foreign fashion should pay a luxurious duty.

Some professed woolgrowers' journals object to a duty levied on the ground of *foreign luxury*. To this objection there are two answers:

1. All great statesmen agree that foreign luxuries should pay heavy duties, and

2. The duties proposed are not of this order, but only *moderate protective* duties.

At the conference February 10, 1897, between the committee of the National Association of Wool Manufacturers and the committee of the National Association of Wool Growers, it was stated that Australian Port Phillip merino, without reference to its skirted condition, would command 2 cents or more per pound more than Ohio merino, because the former makes a *softer* cloth required by fashion, and that was not controverted. This fact reduces the protective benefit of a tariff.

THE CONCLUSION IS INEVITABLE that the duty of 12 cents per pound, in view of present and prospective conditions, is only moderate protection—very moderate.

ADDITIONAL EVIDENCE—PORT PHILLIP AUSTRALIAN MERINO COMPETING WITH THE MERINO GROWN EAST OF THE MISSOURI RIVER—NECESSITY OF A DUTY OF 12 CENTS PER UNWASHED POUND.

The Treasury Department Report on Wool and Manufacture of Wool, 1894 (House Mis. Doc. No. 94, second session Fifty-second Congress, p. 562), gives the London prices of wools as quoted by Weideler & Co., wool brokers, as follows:

| Port Philip.                           | Scoured.       | Fleece.        | Grease.        |
|----------------------------------------|----------------|----------------|----------------|
|                                        | <i>d. cts.</i> | <i>d. cts.</i> | <i>d. cts.</i> |
| April, 1886.....                       | 16 = 32        | 13 = 26        | 11½ = 23       |
| October, 1892.....                     | 16½ = 33       | 13 = 26        | 11 = 22        |
| July, October, and December, 1893..... | 17 = 34        | 13 = 26        | 9 = 18         |
| Average.....                           | 16½ = 33       | 13 = 26        | 10½ = 21       |

Fleece wools are wools washed on the sheep's back, frequently "spout" washed, and they may, of course, be skirted.

If a duty of 36 cents per scoured pound be added, the price per scoured pound will be 69 cents; add freight and charges from London, 1 cent, and the Boston price per scoured pound will be 70 cents.

Allowing 3 pounds Ohio and similar unwashed merino to make a scoured pound, this would make the Boston price per unwashed pound 23 cents. Allowing 3 cents for freight and charges for each pound from the farm to Boston would leave the farm value only 20 cents. Here, again, several points are to be noted:

1. These prices, as already shown, are higher than those quoted by Helmuth, Schwartze & Co.

2. The prospective decline of 5 cents per pound under a new tariff would leave the farm value only 15 cents per pound.

3. This proves the necessity of a tariff of 12 cents per unwashed pound, even allowing that 3 pounds unwashed Ohio merino would sell in Boston for as much as 1 scoured pound of Port Philip. But it will not.



The Port Philip will command more, because (1) its value is enhanced by skirting, leaving the most valuable part of the fleece, and (2) by saving the cost of scouring and in part the cost of "sorting," to say nothing (3) of the preference given to it otherwise over our American merino.

4. But there is another view: The scoured Port Philip will not be imported because it will be cheaper to import the grease merino (unwashed), at a single duty of 12 cents per pound, unless it be classed, as the woolgrowers' bill proposes, as washed, with a duty of 24 cents, by reason of its light shrinkage.

5. And it will be seen from the quoted prices that 2 pounds of the grease will *make more than 1 pound* scoured, and this is additional evidence of the *absolute necessity of classifying it as washed*.

6. Finally, the Port Phillip wool, by reason of its luster and its quality to produce a softer cloth than Ohio merino, will, without reference to its skirted condition, sell for at least 2 cents per pound more than Ohio merino.

#### ADDITIONAL EVIDENCE.

[From Senate Mis. Doc. No. 124, Fifty-third Congress, second session, p. 101, March 21, 1894.]

MR. CHAS. BURDETT HART, *Wheeling Intelligencer*, *Wheeling, W. Va.*

DEAR SIR: Yours of the 28th ultimo is received. I have just had time to read the letter of Mr. Welles in the *Wheeling Register*. He was evidently *unfamiliar* with the subject which he discusses, and, like Congressman Springer, of Illinois, *selects such figures for American wool as are nearest to figures abroad in order that he may make such comparisons as please him, utterly regardless of the fact that the wools which he is comparing are not of the same kind and quality nor of the same value.*

The London price for scoured [unwashed] merino, a wool of a No. 60's quality, is quoted in London to-day at 8 pence, or 16c., shrinking 50 per cent. It has the skirts and bellies trimmed off and is about such wool as XX Ohio and about such wool as would make a No. 60 top like the sample of top on exhibition in the office of the INTELLIGENCER. This No. 60's top can be bought in England at from 35c. to 37c. To make top like the sample at this price, skirted, scoured wool must be bought at 5c. less than the price of tops. In other words, scoured, skirted XX wool must be bought in the free-trade markets of the world at from 30c. to 32c.

Now, XX Ohio and West Virginia washed fleece, to sell scoured at from 30 to 32c., would have to bring not over 15 or 16c. in the fleece. It would cost all of 5c. per pound to-day to ship it from West Virginia farms to the London market, and if its value in London is from 15 to 16c., the price on the farm would be not over 11c. for such wool as for many years brought an average of 30c. on the farm during the happy period before Grover Cleveland disturbed the American wool market by his efforts to destroy the wool industry of the United States.

There is unlimited opportunity for woolgrowers to ascertain the accuracy of the above quotations in the London market by sending some trial shipments to that market.

Any man that knows anything about wool knows that Ohio and West Virginia [washed] fleeces previous to 1860 were lighter than the wools produced during the past ten years, and the average shrinkage previous to 1860 was under 40 per cent, while the average shrinkage since 1890 has been in the neighborhood of 53 per cent, and when Mr. Welles undertakes to prove that [washed] wools previous to 1860 wasted over 50 per cent, as is the case since 1890, he exposes his utter ignorance on the subject of the condition of wool then and now.

If he would consult the Hon. John McDowell, of Washington, he will find that previous to 1860 washed fine wool shrank 12 or 15 per cent less than the same grades of 1893. The actual scoured wool in the fleece is all that has value for comparison, and not the grease that goes down the stream.

Nevertheless, the fact remains that American scoured merino wool on March 1, 1893, was only 12½ per cent lower than the same grade of wool averaged from 1846 to 1860, and foreign wool of the same kind and quality was over 46 per cent lower in 1893 than its value in the London market previous to 1860, and this difference in favor of the American farmer was wholly owing to protection.

Yours, truly,

THEODORE JUSTICE.

PHILADELPHIA, March 5, 1894.



These are the lowest prices on record to that time, but the prospect is for *lower prices* in *future*—the reduction of 5 cents per pound on unwashed merino.

THIS PROVES:

1. That in 1894 scoured Australian merino sold in London for 30 to 32 cents per pound, equal to 31 to 33 in Boston without tariff.

2. That Ohio XX unwashed merino must sell in Boston at 15 or 16 cents, giving farm value only 12 or 13 cents, in competition with Australian without tariff.

3. That a duty of 12 cents on unwashed merino, shrinking  $66\frac{2}{3}$  per cent in scouring, would only make the farm value of washed 24 or 25 cents.

4. That the *average* American merino is not XX, and the farm value of the average washed would not exceed 22 cents under a duty of 12 cents.

5. That as 2 pounds of Australian skirted merino will make a scoured pound, whereas it will require 3 pounds of American, our American washed merino in competition with Australian would only receive a protective benefit at most of 8 cents per pound from a duty of 12 cents even if the scoured Australian would command no more price than the American scoured, as it would.

6. The prospective but *certain* decline of 5 cents per pound in the world's price of unwashed merino would make the price of Ohio unwashed only about 8 cents per pound, thus showing the necessity of classifying Port Philip unwashed as washed.

WHY BASE A TARIFF ON THE LOWEST QUOTATION?

The lowest quoted prices have been taken as a basis for a tariff, because—

1. Consul General Wallace has shown that Port Philip skirted merino, shrinking about 50 per cent in scouring, *can* be put on shipboard at Melbourne for 12 cents per pound, laid down in Boston for about  $13\frac{1}{2}$  cents or less; and

2. Under a tariff the foreign price will come down to the lowest possible price of production to secure our markets.

Thus the wool circular of Justice, Bateman & Co., February 1, 1897, says:

If there was any guaranty that the present prices of foreign wools would be maintained a duty of 9 cents per pound would probably approach a figure that would be satisfactory to all but woolgrowers; but as the best class of skirted Australian wools on at least two occasions within the past eleven years have been 6 cents per pound below the present price, and will in all probability soon be that low again after the reimposition of a tariff upon wool, 6 cents of the 9 cents tariff would soon be offset by the foreign decline. The American grower would then have an average of but 3 cents per pound more than the present prices for his wool. Therefore, while a duty of 9 cents would be ample at the start, a permanent duty of 9 cents per pound would, in our opinion, be insufficient.

This statement is the more valuable because Theodore Justice, of this firm, appeared before the Committee on Ways and Means, urging duties much lower than those deemed absolutely necessary by woolgrowers.

It follows that without *this* or *some sufficient additional tariff* on skirted unwashed Port Phillip merino, a duty of 12 cents per unwashed pound will be wholly inadequate.

There should be at least duties in addition to 12 cents on *this* wool:

1. Five cents per pound if skirted. I know it has been said that skirting adds but 5 per cent to the value of wool. But this is a palpable error—(1) It saves chiefly the cost of sorting,  $\frac{3}{4}$  of a cent per pound;



(2) it adds to the value by rejecting inferior parts of the fleece; (3) the statement of Consul Wallace shows that it adds at least 3 cents to the value; and

2. By reason of its lighter shrinkage than other merino wools of the world, such reasonable addition should be made as would place it on an equality with such other wools. An addition of 5 cents per pound on skirted wool would in part cover this.

In this mode a duty of 12 cents per pound can and should be made to mean and have the *effect* of a "protective benefit" of 12 cents.

#### A REMARKABLE FACT.

In this connection there is one remarkable fact which should be kept in mind: Not one of the woolgrowers, or wool manufacturers, or others who oppose the rates of duty asked for by woolgrowers, give any computation showing the reasons for the lower duties they advocated. Why this absence of facts and figures? Theories, guesses, dogmatic conclusions, are entitled to no weight. Figures can not lie, and I have given the figures. Let those who insist on lower duties give facts, figures, reasons.

### VII.

#### WHY ALL THE WOOL TARIFF ACTS GAVE DOUBLE DUTY ON WASHED MERINO AND TREBLE ON SCoured.

I. The wool tariff act of 1867 gave a duty of about 13 cents per pound on unwashed merino; 26 cents on washed, and 39 cents on scoured.

The act of 1883 gave a duty of 10 cents on unwashed, 20 cents on washed, and 30 cents on scoured, and some wools of larger value 12, 24, and 36 cents. (Senate Doc. No. 17, December, 1896, p. 123.)

These duties were given because the real value of wool as shorn from the sheep in the grease, unwashed, depends on the clean or scoured product, and the general average of the merino wools of the world will shrink in scouring  $66\frac{2}{3}$  per cent, leaving clean wool  $33\frac{1}{3}$  per cent. (Senate Doc. No. 17, December, 1896, p. 122). The duty was based on the theory that the unwashed fleece would shrink in washing  $33\frac{1}{3}$  per cent, and in scouring  $66\frac{2}{3}$  per cent. The shrinkage in washing will depend on its extent, but the general result is as stated, and certainly only  $33\frac{1}{3}$  per cent of scoured wool.

The McKinley Act of 1890 gave a duty of 11 cents per pound on unwashed merino, 22 cents on washed, and 33 on scoured. Its purpose was to give a "*protective benefit*" of 11, 22, and 33 cents—that is, to enhance the price of our American merino by so much over the price at which foreign competing wools could be laid down in Boston.

But the act of 1890 was fast becoming a failure as a protective measure for reasons—

1. The decline in the world's prices of wools of 18 per cent from 1891 to 1895, a result not foreseen, but now requiring increased duties. (Senate Doc. No. 17, December, 1896, p. 31.)

2. The ad valorem duties on third-class wools.

The bill as reported by Mr. McKinley provided for *specific duties* on all wools, a duty of 8 cents per pound on the better kinds of third-class wools, but against his views and against the wishes of woolgrowers the ruinous ad valorem duties were inserted.



3. A third defect was the "skirting clause," the effect of which was not generally understood by woolgrowers or in Congress (Senate Doc. No. 17, December, 1896, pp. 72, 129, 155, 40-42; Senate Doc. No. 17, December, 1895, pp. 45-54, 60-71, 83, 137, 150-154, and introduction, pp. I-III).

#### SKIRTING TO DEFRAUD THE TARIFF.

In 1867 the process of "skirting" fleeces—cutting off the belly, britch, and other inferior portions so as to make the skirted portion more valuable and salable—was unknown. It is a modern invention to defeat in part the protective benefit of the tariff and to save the cost of "sorting" in the United States.

This process is now practiced in Australia for all wool for market in the United States, but it has as yet been introduced in South America only to a limited extent.

The tariff acts of 1867 and 1883 made no provision on the subject of skirting because it was not foreseen by Congress, if by others, that such a contrivance would be resorted to in fraud of the law. When the McKinley bill was before Congress it contained a provision to prevent sundry frauds on the law, including that of "skirting," but a few wool manufacturers succeeded in securing a proviso excepting skirted wools from its operation.

The bill which now has the sanction of the woolgrowers omits the skirting clause—that is, it requires an increase of duty on skirted wools.

The extent of the increase may be a fair subject of debate; that is, for the skirting alone. On that I am ready to meet manufacturers and confer and agree on a just increase if Congress will insist on permitting skirting. It adds to the value of the skirted fleece in two respects:

1. By *leaving for import* into the United States the most valuable part of the fleece (1), the *finer*, and (2) the lighter portions, the spine and rib wool, adding thereby 3 cents per pound or more to the value. This is shown by ex-United States Consul-General Wallace. (See Bulletin of the National Wool Growers' Association January, 1897, p. 19.)

2. In a large measure it saves the cost of "sorting."

And by just so much as the value of the imported part of a fleece is increased by "skirting," by just so much is the "protective benefit" of a tariff reduced; that is, all of 3 cents per unwashed pound.

3. The Australian has an advantage of 2 cents per pound because it makes a softer cloth than Ohio and similar American merino.

#### WHAT IS "SORTING?"

What is "sorting?" Each fleece consists of from five to eight or more varieties of wool. These varieties are *sorted*, separated, and each sort is used for making a different style of goods. The process requires *high skill* and is expensive. With the skirting as now practiced, leaving only about half the fleece, or possibly a little more, the sorting is nearly complete, which, with the less cost of scouring thereby secured, adds about 1 cent to each pound of merino wool. (Senate Doc. No. 17, December, 1896, pp. 40-42, 129, 155; Senate Doc. No. 17, December, 1895, pp. 46-47-54, 69, 164-167.)

#### FOREIGN SORTING ROBS AMERICAN LABOR.

American wool sorters should be protected in their right to American wages for sorting all imported wool. Why import this foreign labor



to the ruin of the toilers of our own cities? A million dollars annually—yes, more than twice that sum—will be paid to foreign wool sorters if foreign sorting be permitted. Why not protect the 10,000 wool sorters of the United States?

John Ridgeway, a Philadelphia wool sorter, made an argument before the Committee on Ways and Means on this subject. He was right. (Senate Doc. No. 17, December, 1896, pp. 40–42, 129, 155.) Why pay American gold to foreign wool sorters?

#### A MISTAKEN IDEA.

Many woolgrowers have been led to believe that the “skirting” of Australian wool was the chief injury to our wool industry from the wools of Australasia. (1) This is an error—the *greatest injury* is the advantage the Australian merino had under the act of 1890 over all other merino wools of the world by reason of its light shrinkage. (Senate Doc. No. 17, December, 1896, pp. 33, 36, 40–41, 122, 127.)

(2) In addition to this its peculiar luster or quality in producing a softer cloth than Ohio merino adds to its selling price all of 2 cents per pound and this is so much of a reduction in the protective benefit of a protective tariff.

### VIII.

#### A PECULIARITY OF AUSTRALIAN MERINO—HOW IT REDUCES TARIFF BENEFIT.

The Australian merino has a peculiarity not found in any other of the merino wools of any other country, except in rare instances. By reason of climate conditions, the Australian wool is so light and clean that the better grades even unwashed and unskirted will shrink in scouring only 50 per cent—certainly such as would be imported under a tariff—always the lightest. The result is that unwashed, unskirted Port Phillip Australian merino is lighter, cleaner, and will command in Boston a little more than the washed merino grown east of the Missouri River, and by reason of its superior quality considerable more than the merino grown west of that river.

Mauger & Avery, eminent wool importers of New York, have demonstrated that on July 1, 1893, when the New York price of Ohio washed merino was 24 cents per pound, and Port Phillip good average grease unwashed in London 18 cents, the McKinley duty of 11 cents only gave a protective benefit of 6 cents per pound to Ohio washed merino, shrinking 55 per cent in scouring, in competition with Port Phillip unwashed. Thus the McKinley tariff, which was intended to give 22 cents protection on Ohio washed wool, only gave 6 cents. (Senate Doc. No. 17, December, 1896, pp. 33, 36, 40–41, 63, 122, 127. Per Gov. Rich, Senate Mis. Doc. No. 35, Fifty-third Congress, second session, p. 321.)

Here is what was said by Hon. John T. Rich, Governor of Michigan, in an address to the National Wool Growers Association at Chicago, September 28, 1893:

The Fifty-first Congress (1890) enacted a law which was intended to give raw wool a fair measure of protection against foreign competition. Like the race between the safe manufacturers and the burglars is the race between tariff lawmakers and tariff lawbreakers, and it takes some years after any new law is passed before it is finally settled by Department decisions just what the law really provides. So far as the fine-wool interests are concerned what is known as the “*skirting clause*” has proven to be the weakest part of the fence. Section 383 carefully provides against the sorting of wool to avoid the duty, but after having done this a proviso is inserted



“that skirted wools as now imported are hereby excepted.” The effect of this proviso is to let in wool worth quite as much as Ohio washed fleece at a duty of only 11 cents per pound, when, if it came in whole fleeces, washed, it would pay 22 cents per pound.

ON FINE WOOL THE LAW AS IN OPERATION ONLY GIVES HALF THE PROTECTION IT INTENDED.

So that on fine wool there is little, if any, more than one-half the protection provided by law. Another thing which helps to wipe out a portion of this is the fact that in Australia much larger flocks are kept and it is much easier to get a large amount of uniform quality, and as the wool is skirted the manufacturers buy only such wool as they need. I have myself seen in Philadelphia invoices of this grease wool free from any hay seed or other vegetable matter, uniform in quality, with no twine, and which paid only 11 cents per pound duty and which was sold at from 40 to 42 cents when the best unwashed full-blood merino wool would bring 18 to 20 cents. The effect of the skirting clause in the law as far as the conclusions are concerned is the result of my own observation. In June, 1892, in a reply to a request from Senator Aldrich, Messrs. Manger & Avery, of Boston and New York, estimated that fine Ohio fleece wool, washed, has an actual protection of 11.8 cents per pound, though the law provides that washed wool shall pay a duty of 22 cents per pound. On July 24, 1893, Mr. S. N. D. North, secretary of the National Association of Wool Manufacturers, addressed a letter to Messrs. Manger & Avery, calling attention to their letter of June 6, 1892, and asking them to compute the protection on domestic wool on the basis of the then present prices. In the reply precisely the same course of reasoning is followed, and the conclusion reached is that fine Ohio washed has a protection of 6 cents instead of 22, as provided by law, and 11.8 in June, 1892. (See Boston Bulletin National Association of Wool Manufacturers, September, 1893, pp. 252-260.)

And as a consequence of this the merino unwashed wools of Argentina, shrinking like Ohio 66 $\frac{2}{3}$  per cent in scouring, were excluded from our market, and Australia monopolized substantially our whole market. This is shown by the report of our consul at Buenos Ayres to the State Department. (Senate Doc. No. 17, December, 1896, p. 122.) The injustice of this to our sister Republics of South America and its impolicy must be manifest. The imports of Australian merino in the fiscal year 1896 were 71,627,131 pounds, and from Argentina only 15,523,911 pounds.

#### THE “PROTECTIVE BENEFIT” OF 12 CENTS DUTY ON UNWASHED AUSTRALIAN MERINO.

There is a mode of testing the “protective benefit” of a duty of 12 cents per pound to unwashed merino like that of Ohio, in competition with Australian unwashed, assuming that it is to be so classed.

Ohio XX washed must sell in Boston for 27 cents to give the Ohio woolgrower 24 cents farm value, which he needs.

Port Phillip superior was quoted in London December 19, 1896, at 11d (22 cents), and under a duty of 12 cents would sell in Boston for 34 cents, exclusive of freights, if the duty added 12 cents to the Boston price. The duty of 12 cents would give a “protective benefit” to the Ohio woolgrower as follows, with 1 cent perhaps added for freights:

|                               | Cents.          |
|-------------------------------|-----------------|
| On the unwashed ..... pound.. | 5 $\frac{1}{2}$ |
| On the washed..... do....     | 6 $\frac{1}{8}$ |
| On the scoured ..... do....   | 13.45           |

This is proved by the following:

UNITED STATES TREASURY DEPARTMENT,  
Washington, D. C., February 4, 1897.

DEAR SIR: Your letter to Hon. L. Danford has been submitted by him to me for answer to the following questions:

“If the Boston price of Ohio washed merino, shrinking 53 per cent in scouring, is



23 cents per pound, and the London price of competing unwashed Australian merino, shrinking in scouring only 50 per cent, is 22 cents per unwashed pound in London, and costs, duty, and charges paid, sells in Boston for 34 cents per pound under a tariff of 12 cents per pound unwashed, what is the protective benefit of such duty on—

“1. The Ohio unwashed merino?”

“2. The washed merino?”

“3. The scoured merino?”

If Australian unwashed costs 22 cents in London, with the duty of 12 cents and charges, it would cost in Boston:

|               |        |
|---------------|--------|
| Wool .....    | \$0.22 |
| Duty .....    | .12    |
| Charges ..... | .015   |
| Cost.....     | .355   |

(Not 34 cents per unwashed pound) or 71 cents per scoured pound.

Cost in London, 44 cents per scoured pound.

Cost in Boston of Ohio merino, 57.45 cents per scoured pound. The protective benefit therefore of a pound of scoured wool is 13.45 cents.

This would correspond to a benefit of  $6\frac{1}{2}$  cents on a pound of washed. If Ohio shrinks  $12\frac{1}{2}$  per cent in washing, the benefit to unwashed would be  $5\frac{1}{2}$  cents per pound.

Jos. S. McCoy, *Government Actuary.*

Hon. WILLIAM LAWRENCE,  
*Bellefontaine, Ohio.*

Will woolgrowers be satisfied with such duties as these?

The effects would be:

I. The free-wool farm value of Ohio unwashed XX merino, in 1896 (see Senate Doc. 17, December, 1896, p. 27) was, per pound, 9 cents; the protective benefit of 12-cent duty,  $5\frac{1}{2}$  cents; farm value under 12-cent duty in competition with unwashed Australian Port Phillip,  $14\frac{1}{2}$  cents; the farm value of XX washed Ohio, 1896, 14 cents; protective benefit of 12-cent duty,  $6\frac{1}{2}$  cents; farm value of washed,  $20\frac{1}{2}$  cents.

II. But it has been shown that the Australian “skirted” will command in our markets 3 cents per pound more than Ohio unskirted by reason of the skirting alone. This would leave the farm value unwashed only  $11\frac{1}{2}$  cents and washed only  $17\frac{1}{2}$  cents.

III. Theodore Justice has shown that under the new tariff the foreign prices of wools will decline 6 cents per unwashed pound; without counting the advantage of 3 cents which “skirted” Port Phillip has, this would leave the farm value of Ohio unwashed only  $8\frac{1}{2}$  cents, and of washed only  $14\frac{1}{2}$  cents.

IV. These are prices of XX Ohio. The *average* is not over X, and this will reduce the farm values 2 cents per pound. Our wool industry can not survive in competition with the light-shrinking Australian unwashed, unless it be classed as washed; without this the tariff would operate as a fraud. *Sic transit gloria fraudis.*

V. With Port Phillip unwashed classed as washed, it would still have an advantage under a tariff over the merino of other countries. While Port Phillip “unwashed superior” was quoted in Liverpool, December, 1896, at 11d. = 22 cents, Montevideo “unwashed superior” was quoted only 7d. = 14 cents; a difference in favor of the Port Phillip of 8 cents per pound. (See J. L. Bowes & Bro.’s wool circular.) This proves that the light-shrinking Port Phillip unwashed should be classed as washed.

VI. This Port Phillip, which is quoted *unwashed* at 11d. = 22 cents, is evidently (1) so well “skirted” as to be (2) practically “sorted” and (3) of such *light shrinkage* as to be (4) substantially *scoured*. This is proved by considerations:

1. The London wool circular, December 10, 1896, of Helmuth, Schwartze & Co., quotes Port Phillip *scoured* “average to good,” 1s.



1½d. to 1s. 3½d., which may be called 28 cents, and “superior” at 33½ cents.

2. It quotes greasy (unwashed) “average to good” 18 cents, and “superior” 21 cents. This shows that *all* these unwashed wools shrink *much less* than 50 per cent in scouring. The circular of J. L. Bowes & Bro. do not give quotations of *scoured*.

There is more evidence to the same effect. The Boston Commercial Bulletin of December 5, 1896, reports sales of wool in Boston as follows:

*Sales for the week.*

[The prices given represent the extremes and should not be confounded with the market quotations.]

DOMESTIC.

|                                               | Quantity. | Value.     |
|-----------------------------------------------|-----------|------------|
|                                               | Pounds.   | Cents.     |
| <i>Fleece wool.</i>                           |           |            |
| Ohio XX and XX and above.....                 | 120,000   | 19½ to 20  |
| Michigan X.....                               | 15,000    | 16½ to 17  |
| Kentucky, Missouri, etc.....                  | 57,000    | 16½ to 17½ |
| Unwashed and unmixed fleeces.....             | 40,000    | 11 to 16   |
| Washed combing.....                           | 20,000    | 22         |
| Fine delaine.....                             | 25,000    | 19 to 21   |
| Total fleece wool.....                        | 277,000   |            |
| <i>Western and Southern wool.</i>             |           |            |
| Fine spring Texas.....                        | 170,000   | 10 to 11   |
| Fine fall Texas.....                          | 45,000    | 9½ to 12   |
| Fine Territory.....                           | 312,000   | 8 to 12    |
| Fine medium Territory.....                    | 470,000   | 10 to 12   |
| Medium Territory.....                         | 228,000   | 12 to 14   |
| Spring California.....                        | 75,000    | 10 to 13   |
| Fall California.....                          | 30,000    | 7 to 8     |
| Valley Oregon.....                            | 25,000    | 15         |
| Eastern Oregon.....                           | 315,000   | 11 to 12   |
| Total Western and Southern unwashed wool..... | 1,670,000 |            |
| <i>Scoured wool.</i>                          |           |            |
| Fine scoured.....                             | 54,000    | 28 to 33   |
| Medium scoured.....                           | 53,000    | 25 to 27   |
| Low scoured.....                              | 48,000    | 20 to 23   |
| Total scoured wool.....                       | 155,000   |            |

FOREIGN.

|                                 |           |           |
|---------------------------------|-----------|-----------|
| Australian and New Zealand..... | 638,000   | 19½ to 27 |
| Foreign scoured.....            | 67,000    | 32 to 33  |
| South American crossbred.....   | 30,000    | 19½       |
| Cape (snow white).....          | 9,000     | 30        |
| Carpet.....                     | 350,000   | 8 to 16   |
| Total foreign wool.....         | 1,094,000 |           |

Here is foreign scoured 32 and 33 cents.

The Bulletin of December 12, 1896, has the following:

LONDON WOOL.

[Special correspondence of Commercial Bulletin.]

LONDON, December 2, 1896.

SCOURED AUSTRALIAN MERINO.

Superior scoureds selling at 15d., and above form an exception to the general rise. This description, though selling firmly, is not quotably dearer than last sales, but the bulk of medium and inferior scoured sell at ½d. to 1d., or 5 to 7½ higher.

It is evident that the Port Phillip “average to good” 28 cents per pound would now fix the Boston price of merino wools such as are grown



east of the Missouri River, and give it farm value 9 cents. (See Senate Doc. 17, Dec., 1896, p. 110, as quoted by Justice, Bateman & Co.) But when the tariff comes *this price will go down*. Theodore Justice, in an article in the Philadelphia Manufacturer January 16, 1897, which is appended hereto, said:

*The best grade of Australian wool in London advanced 5 cents per pound from the first half of 1895 to December, 1895. This increase in price in very little over six months was due entirely to American demand. It is certainly true that this advance having been brought about by our demand will be lost the moment we stop buying, as we are sure to do when the duty is placed on wool, because to raise the duty we, by large importations before the law is passed, will have anticipated our wants for some time to come.*

The price of skirted unwashed (in the grease) Port Phillip was quoted by Helmuth, Schwartze & Co. December 10, 1896, in London "average to good" 18 cents. A decline of 5 cents would leave the London price 13 cents "skirted," and costing laid down in Boston 14 cents per pound shrinking 50 per cent in scouring, being not over 28 cents scoured and skirted, or equal to less than 10 cents per pound Boston price for our American merino, shrinking 66 $\frac{2}{3}$  per cent in scouring. This would leave the farm value less than 9 cents and a duty of 12 cents would make it less than 20 cents, to be reduced 3 cents by reason of the "skirting" of the Australian, leaving farm value 17 cents.

All this proves:

1. That Port Phillip unwashed should be classed as washed.
2. That Consul-General Wallace was correct in saying that Port Phillip whole fleeces can be put on shipboard at Melbourne for 9 cents per pound shrinking but about 50 per cent in scouring.
3. That a duty of 12 cents on unwashed merino is moderate—very moderate.

There is another mode of proving that Port Phillip unwashed should be classed as washed.

The Port Phillip unwashed, as stated, would cost skirted, laid down in Boston, 14 cents, equal to 12 cents unskirted, equal 12 cents. As it will shrink in scouring—such as would be imported, always the lightest—50 per cent, 2 pounds will make the cost per scoured pound, 24 cents; add 24 cents duty on each unwashed pound is 48 cents; cost per scoured pound, 72 cents.

It will require 3 pounds of our merino, costing each farm value 20 cents, Boston price 23 cents, or to make one scoured pound, 69 cents. The difference is 3 cents.

As to this it may be said:

1. The Australian scoured pound will sell for all of 3 cents more than the American.
2. And when the *prospective decline* in price, as shown by Mr. Justice, will still further reduce the protective benefit to American woolgrowers.
3. Even if these estimates should be too low on the foreign prices and the protective benefits stated not sufficiently high, yet the *prospective decline* in price will leave the result to woolgrowers no more than stated.

## IX.

### THE REMEDY FOR THIS WRONG TO AMERICAN WOOLGROWERS TO OUR SISTER SOUTH AMERICAN REPUBLICS.

The woolgrowers' bill proposes to remedy this wrong by providing that the unwashed Australian merino and others of similar light shrinkage shall be deemed washed. This is justified—

1. Because without it a tariff of 12 cents per pound or any fixed



rate gives practically but little or no protective benefit to American unwashed merino. This is shown by the evidence of the Government actuary, Joseph S. McCoy, in my argument to the Committee on Ways and Means.

2. It simply places Australian merino on an equal footing with the other merino wools of the world.

3. It is necessary to secure reciprocal commercial treaties with South American republics required by our interests. (Senate Doc. 17, December, 1896, pp. 33, 40, 41, 72, 122, 127.)

The Montana woolgrowers, in 1895, demanded that wool duties be adjusted on the basis of a shrinkage of  $66\frac{2}{3}$  per cent in scouring.

#### FAR-WEST WOOLGROWERS AND 8 CENT DUTY.

4. If some far-west woolgrowers have requested lower duties (as some have as low as 8 cents per pound) it was because they *did not fully understand* (1) the conditions that now confront us (2) nor the effect of lower duties. A sufficient explanation of their mistake is found in the letter of Theodore Justice to Hon. Charles H. Grosvenor, dated February 6, 1897, which is hereto appended.

### X.

#### AN UNJUST ALARM—VOX, ET PRÆTEREA NIHIL.

1. And here we are met with the plausible but misleading cry that we are asking for a duty of 24 cents per pound on wool. This, standing alone, is, to those who have not studied and hence do not understand the subject, a *suppressio veri, suggestio falsi*.

2. We ask only for 12 cents per pound duty on merino wools shrinking  $66\frac{2}{3}$  per cent in scouring. This 24 cents duty is only equal to 12 cents on all other merino wools of the world.

Without it the effect of a duty of 12 cents on Port Phillip *unwashed* would only give a protective benefit of about 6 cents per pound on Ohio *washed* wool, and only the unwashed Port Phillip would be imported. This means ruin to our American wool industry. (Senate Doc. 17, December, 1896, pp. 63, 33, 72, 127.)

3. We ask that Australian unwashed merino shall pay the same duty as that imposed on wools of all other countries of similar shrinkage, no more, no less—that is, 24 cents per pound, or on scoured, 36 cents.

To those who are asking that the duty be fixed at 8 cents, we may say you are promising 8 when you should know that this rate would not give a protective benefit of 4 cents. Your promise is a mistake—I will not say nor think a false pretense.

4. This is “equal and exact justice:” (a) To American woolgrowers and (b) to all the woolgrowing countries of the world. (c) It has been thrice indorsed by the National Wool Growers’ Association, once by the Farmers’ National Congress, and by the Ohio State Grange, by the Indiana Wool Growers’ Association, January 5, 1897, and by the Utah Wool Growers’ Association, August, 1896. (Senate Doc. 17, December, 1896, p. 31.) (d) In view of all this the objection to it is—*Vox, et præterea nihil*—“sound and fury, signifying nothing” when properly understood.

#### 5. LET US NOT TAKE COUNSEL OF OUR FEARS.

On the 6th of January, 1897, representatives of the National Wool Growers’ Association were heard in argument before the Committee on



Ways and Means in Congress in support of the woolgrowers' bill. By direction of the association I submitted an argument having its approval, except that some three or four, supposing, as I understood, that we might not be able to secure the duty asked for on Australian merino, deemed it inexpedient to ask it, lest it might injure our cause.

Two of these—all true friends in purpose of woolgrowers—gave their views to the Committee on Ways and Means. I do not understand that they were willing to consent to less than 24 cents per pound duty on washed merino from any country, but I fear the effect of their position was to aid those who oppose adequate protection.

The New York Tribune of January 7, 1897, says:

C. M. Hogg, an Ohio woolgrower and wool buyer, seemed disposed to throw cold water on Judge Lawrence's proposed schedule of duties.

The duties are not my duties. They are the duties asked for by representatives of the woolgrowers of the United States.

The Tribune's statement, I think, is not entirely accurate as to the purpose of my excellent friend from Ohio. He gave his views of expediency as to the duty on Australian merino. I do not understand that he objected to any other feature of the woolgrowers' bill.

On the 15th of January, 1896, he, as chairman of a committee of the Ohio Wool Growers' Association at Columbus, reported a resolution, which was agreed to by the association, saying:

We ask and demand of the Fifty-fifth Congress that the following duties shall be placed upon wool: A specific duty of 12 cents on the two grades of clothing wool, known in the McKinley bill as Nos. 1 and 2, and an increase of 1 cent per pound each year until the fine grade, known as No. 2, reaches 15 cents. On the grades of carpet wool, known as Nos. 1 and 2 in the McKinley bill, we ask and demand 8 cents per pound. (See Ohio Agricultural Report, 1895, p. 547.)

And now, as to the position of Mr. Hogg before the Committee on Ways and Means, I have to say I do believe that if he had fully considered the subject in all its bearings he would have concurred in the provision as to Australian merino. Honest friends of a good cause, by conceding too much against it, may unintentionally become its most dangerous enemies.

For myself, I can only say that I deem it not only just, but expedient, to ask for all the protection required by the interests of woolgrowers. I ask only that the promised "most ample protection" be given.

Any Republican who held out this promise to the woolgrowers of the United States can not now with propriety or consistency aid in defeating it. Woolgrowers should not be driven from a just purpose by startling, unreasoning phrases.

Let those who object answer our arguments if they can. Woolgrowers will not secure more protection than their representatives ask; these, as candid men, will not ask more than they believe we should have; as men, tenacious of a just purpose, it would be a surrender to consent to accept less. We are told this would make a high ad valorem.

The extent of the ad valorem duty of 24 cents can not properly defeat the demand for and the need of a just measure of protection. The lower the price of foreign wool, the greater will be the need of enlarged protection and the higher will be the ad valorem rate. The ad valorem benefit we now ask is less than the ad valorem ruin inflicted on American woolgrowers by free wool. We must justly ask "indemnity for the past, and security for the future."

I now sound the alarm and proclaim the danger—*unless Australian merino be made to pay the same rate of duty on its scoured value as the general merino wools of the world, a tariff bill discriminating in its favor, will be a failure as a protective measure, and sheep husbandry will again*



be crippled if not ruined in the house of its professed friends. I wash my hands of all responsibility for such injustice.

## XI.

### THE DUTY ON THE LONG WOOLS OF THE MUTTON BREEDS.

1. The woolgrowers' bill puts the so-called down combing and clothing wools in the same class with merino, and with the same duty of 12 cents per unwashed pound. These wools unwashed in the condition in which imported will not shrink in scouring an average of over 30 per cent. It will thus require more than 2 pounds of average unwashed merino to yield as much clean wool as 1 pound of the down wool, an important fact too often overlooked. A duty of 12 cents per pound on this wool is only equal to 6 cents on the unwashed merino in competition with it; of course only unwashed down wools would be imported, as these would bear the lowest extent of duty. And this is a sufficient answer to the apparently plausible but unreasoning cry that the woolgrowers' bill proposes a duty of 24 cents per pound on the long wools. The duty will be only 12 cents on unwashed wool, the only kind that will be imported. It is not possible, in a tariff bill, to meet every condition of wool, but the only injustice to woolgrowers, as to this class of wool, is that their bill discriminates in its favor as against merino wools.

The prominent wool dealer, Samuel Lee, of Philadelphia, in a letter of January 5, 1897, said to me:

Be sure and have the same duty on washed combing and clothing wool—no 12 cents on one kind and 22 cents on the other.

And in a letter of February 3 he said:

South American crossbreeds want a good duty put on.

### A WEAK POINT IN THE WOOLGROWERS' BILL.

The woolgrowers' bill does not place an adequate tariff on crossbred wools. Their shrinkage is so light in scouring as to impair much of the protective benefit of a tariff. They supplant the use of merino wools, having most of their qualities. For these purposes foreign woolgrowers are resorting to crossbreeding. But in a spirit of compromise and concession I have yielded my own conviction of the need of an increase of duties on these wools.

It is certain that 12 cents duty on this wool will really be a discrimination in its favor. (See especially Senate Document 17, December, 1896, pp. 118, 123, 125–126.) In order to encourage the production of the long wools, a good protective duty on so-called carpet wools is necessary, thus to *induce carpet manufacturers to use the long wools in the manufacture of carpets.*

2. I appended to the argument I made before the Committee on Ways and Means January 6, 1897, tables of prices of wools. (See *Tariff Hearings.*)

Coates Bros., of Philadelphia, wool merchants, quoted September 1, 1896, the price there as follows: "Washed Canada ordinary, 18 to 20 cents; coarse washed, 17 to 19 cents."

|                                                                                                 | Cents. |
|-------------------------------------------------------------------------------------------------|--------|
| The average Philadelphia free wool price is (this washed wool is substantially<br>soured) ..... | 18½    |
| Deduct cost of American wool to reach Philadelphia market.....                                  | 3      |
| Leaves farm or ranch value.....                                                                 | 15½    |
| If 12 cents duty would give a protective benefit of that amount.....                            | 12     |
| It would make the farm value for practically scoured wool.....                                  | 27½    |



This would about equal unwashed price, 20 cents.

This is by no means "the most ample protection." The Down sheep will not produce as much wool as the Merino, they consume more feed than Merino, and they can not be kept in as large flocks as Merino, and hence need ample protection. By Down sheep I mean all the mutton breeds.

### 3. ANOTHER CONSIDERATION.

The wool circular of Justice Bateman & Co., December 3, 1895 (Senate Document No. 17, December, 1895, p. 69), says:

One of the surprises of free trade in wool is the neglect of American quarterblood even at July prices, while the same grade of English and Australian have advanced over 33 per cent since July. American manufacturers, strange as it may seem, continue to import them at the advance. This is particularly unfortunate, as this is the grade of wool produced by the so-called mutton sheep that woolgrowers are raising in order that mutton shall be as important a feature in sheep husbandry as wool was formerly.

We must encounter this preference given by manufacturers to the foreign wool, with its effect in reducing prices not only of our down wools, but our merino wools also, especially the preference given to Australian merino.

## XII.

### THE DUTY ON THIRD-CLASS WOOLS.

The woolgrowers' bill asks for a duty of 8 cents per pound on all other unwashed wools. The argument in support of this will be found in Senate Document No. 17, December, 1895, pages 71-75, 80-89, 173, and in Senate Document No. 17, December 2, 1896, pages 118, 124, and still more fully in my argument before the Committee on Ways and Means January 6, 1897, which will be printed in the volumes of Tariff Hearings. In brief, the arguments are:

1. These wools *used in the manufacture of clothing* compete with merino and down wools. (Senate Document No. 17, December, 1896, p. 35, 36, 118, 119, 157.)

2. As these unwashed wools are imported, they will not shrink in scouring 30 per cent, so that every pound imported yields as much clean wool as 2 pounds of unwashed merino. (Senate Document No. 17, December, 1895, pages 50, 9, 48-54, 145.)

3. In order to encourage the raising of Merino sheep and the Down mutton sheep, *to give cheap meat food to our cities and manufacturing districts*, the merino and down wools must be protected from the ruinous competition of these cheap foreign wools.

4. In the fiscal year 1895 the imports of China wool were 26,089,418 pounds, at an import free-wool price, with no motive of undervaluation, of 5.15 cents per pound, with each pound yielding as much clean wool as 2 pounds of merino. (Senate Document No. 17, December, 1895, p. 39-45.)

5. In the fiscal year 1895 the total imports of all the wools of this class, including China, were 144,488,255 pounds, at an average import price of 9.9 cents per pound, while the imports of merino and the down wools were only 121,237,612 pounds. Thus the vast amount of imports of these wools work more ruin to our wool industry than all others.

6. The McKinley bill of 1890, as originally reported, proposed a duty of 8 cents per pound on the higher grades of those wools. Nothing less than 8 cents per pound duty on all will be even a moderate protection.



7. The woolgrowers' bill proposes to admit Mexican carpet wool breeding ewes free for two years, and with them Texas alone can soon supply all needed. We now produce carpet wools. Some who deny this are not consistent.

[From Boston Commercial Bulletin, January 9, 1897.]

Carpet wools are not grown in the United States.

[From the same Bulletin, August 15, 1896.]

We also raise a certain amount of third class or coarse wools in Colorado and New Mexico from the native Mexican sheep. The rough wool on the bellies and (breech) of our sheep is also "sorted" in this class. (Senate Document No. 17, December 2, 1896, p. 157.)

The Bulletin of January 9, 1897, says of the duties proposed in the woolgrowers' bill, that:

The leaders of the growers (Lawrence) admits that the duties are prohibitory. He glories in the fact.

This is an error. *None of the duties in the bill are prohibitory.* The bill would raise probably \$10,000,000 annual revenue. When our flocks shall be sufficient to supply all needed wools of all kinds, THEN duties should be prohibitory.

It is of the utmost importance to increase the number of our sheep, including carpet-wool sheep, to utilize lands that can not be made available for any other purpose. There are millions of acres of prairie lands in Texas, New Mexico, etc., on which cattle can not be kept, but sheep can, for two reasons:

1. The grass is so sparse that cattle can not secure enough for a support, but sheep can.

2. Cattle must have water every day. Sheep, like the camel, can go two or three days without water and can then be supplied by being driven considerable distances to stock water ponds, or water furnished otherwise.

### XIII.

#### NO NEED OF FOREIGN WOOLS TO MIX.

The eminent wool manufacturer, Charles Fletcher, in a letter February, 1890, says:

"This talk of mixing Australian wool with domestic wool to make goods required for this market is all nonsense, as Australian wools are only used here when they are cheaper than domestic wools." (Senate Mis. Doc. No 35, Fifty-third Congress, second session, p. 29; Mis. Doc. No. 124, same session, p. 22.)

### XIV.

The woolgrowers have friends among wool dealers, as shown by the following:

SAMUEL LEE & CO., WOOL AND COMMISSION MERCHANTS,  
Philadelphia, January 12, 1897.

DEAR SIR: The duty wanted on wool is 12 cents on fine unwashed, double duty on washed, and treble duty on scoured; on China wool, 12 cents duty; on Bagdad wools, 10 cents; on noils, 20 cents, and on ring waste, 20 cents, and rovings, 30 cents. We remain,

Yours, truly,

SAMUEL LEE & CO.

Hon. WILLIAM LAWRENCE.



And Samuel Lee, in a letter February 5, 1897, says:

Be sure and have the same duty on washed combing and clothing wool—no 12 cents on one kind and 22 cents on the other kind.

It is regretted that some others, wool dealers, are opposing duties deemed necessary by woolgrowers. (Senate Doc. 17, December, 1896, pp. 30-34, 60-65, 97, 130, 181.)

#### PROSPERITY FOR MANUFACTURERS.

An attempt is made to alarm the public by saying the duties asked for by woolgrowers "would close every mill in the United States." This is absurd. The wool manufacturers never prospered so well as under the act of 1867, with very much higher wool duties for conditions then existing than those now asked. The act of 1890 imposed 11 cents per pound on merino; the woolgrowers now ask 12 cents. This false cry of alarm is akin to that by which woolgrowers were literally deprived of adequate protective benefits in the act of 1890 by its *ad valorem* duties and other contrivances no better.

#### XV.

##### FOREIGN RAGS, SHODDY, ETC.

The woolgrowers' bill asks for prohibitory duties on foreign woolen rags, shoddy, mungo, and other wool adulterants. The reasons in favor of this will be found in my argument before the Committee on Ways and Means, and in Senate documents to which reference has been made. Anything less than prohibition will permit if not invite the coming of leprosy and all the vile diseases of the Eastern Hemisphere embedded in foreign rags, the mission of which will be not only to bring death, but robbery and fraud in shoddy goods imposed on the American public as all new wool.

Gentlemen, once more let us with renewed energy earnestly ask the American Congress at least to give us ample protection for sheep husbandry, so long delayed and denied. And upon our bill we invoke the considerate judgment of the American people and the just favor of the American Congress.

#### XVI.

##### ANNUAL INCREASE OF WOOL DUTIES.

The woolgrowers' bill provides for an annual increase of—

One-half cent per pound for four years on unwashed wools and hair, and 1 cent on washed and  $1\frac{1}{2}$  cents on scoured wools and hair.

This was not agreed to in the bill found in the proceedings of the national association in December, 1895, but is found in the bill having all the indorsements mentioned by the association in December, 1896, in January, 1897, and by the Ohio State Grange and the Farmers' National Congress of December, 1896; by the Utah Woolgrowers' Association, by the New Mexico Woolgrowers' Association, and by the Indiana Woolgrowers' Association. It is justified on two grounds:

1. It proceeds on the theory that in four or five years at most the American woolgrowers, with "the most ample protection," will have increased their flocks sufficiently to supply *all needed wools*, and then sound policy will require that none should be imported. Why buy any



foreign wool when we can supply all needed? But even then it can come by paying duties on merino wool, even *then* LESS than those provided in the wool tariff of 1867 in view of conditions then existing.

Our farmers now can supply all needed wheat. Will any statesman say we should *reduce our product* so as to import some with a duty to secure revenue? If not, then why not apply the same rule as to wool?

2. It has already been shown that it is quite certain that the price of foreign wools will decline (1) to get into our markets; (2) because foreign woolgrowers can afford to reduce their price for this purpose and still make profit.

The wool circular of Justice, Bateman & Co., February 1, 1897, fully proves this. It says:

The best class of skirted Australian wools on at least two occasions within the past eleven years have been 6 cents per pound below the present price, and *will in all probability soon be that low again* after the reimposition of a tariff on wool.

This has been shown by the quotations of prices already given.

## XVII.

### HOW NOT TO DO IT.

An eminent wool merchant, whose ability and influence are great and whose good faith is beyond question, suggests that the duties on wool "shall be something lower than the McKinley law." He mentions 8 cents per pound duty, which, I understand, is for unwashed merino, and he adds:

In my judgment before another Presidential election the price of Port Phillip wool will fall 6 cents per pound. \* \* \* I am in favor of an annual increase of 1 cent per pound for a period of four years until the duties shall reach 12 cents per pound on unwashed wools of the first class. I am satisfied that the cost to the American consumer will be from 2 to 5 cents per pound less on wool and from 8 to 20 cents per pound less on cloth by 1901 than the cost of these articles to American consumers during the average of the McKinley period.

In this connection see Senate Document No. 17, December, 1896, pages 30-36, 61-65, 97, 130, 181.

In brief, the proposition is, as I understand, to begin with 8 cents on unwashed merino, with an increase of 1 cent for four years, so that in 1901 the duty would be 12 cents; but by that time the decline in the world's prices would be 6 cents per pound, leaving the duty equivalent to only 6 cents—the duty to be increased less than the decrease in the world's price.

Of course the "skirting clause" would be a part of this scheme to keep the duties "something lower than the McKinley law." And this policy would evidently require that ad valorem duties, or worse, on third-class wools, be "something lower than the McKinley law." This is not only "hope deferred" to the next century, but it "makes the heart sick" with prices growing less and less and protection practically less and less. And this is the feast to which we are invited under the promise of "the most ample protection." "False pretenses" are indictable crimes, except when they cheat woolgrowers.

It has been shown that the woolgrowers—even with free-silver leanings—elected McKinley President. (Senate Doc. No. 17, December, 1896, pp. 30, 70, 79, 85, 94, 115, 179.) But not for an 8-cent duty, with a prospective decline in the world's prices of 6 cents per pound, thus to that extent reducing the protective benefits of the tariff.



## THE WISE MAN FORESEETH THE STORM.

President Cleveland and the Congress he "had on his hands" gave us free wool. The woolgrowers responded by giving us McKinley and a Congress pledged to "the most ample protection for wool." Cleveland and his Congress broke no pledge, but they brought ruin. The Fifty-fifth Congress "may profit by their example."

If now we should have what we can not believe will come, broken pledge and ruin to the wool industry, we may fear, we may predict, even against our desire, that woolgrowers may be driven to look to another source of protection for the wool industry.

Theodore Justice, an eminent Republican, referring to the recent Presidential election, said:

The woolgrowers were tempted by the proposition that Bryan's election meant a premium of 50 per cent or more upon gold, *which would be equivalent to that much tariff protection, as the duties as well as the cost of importing would be paid in gold*, but they never forgot that Bryan voted for the Wilson bill, which destroyed one-third of this great industry. \* \* \* On the other hand, McKinley favored \* \* \* protection for wool \* \* \* and enough woolgrowers in these States, with free silver leanings, voted for McKinley, in their struggle for life, to elect him, and his election was due to the McKinley protection, which woolgrowers in those States believe in.

The gold protection can not be evaded by perjury, as can ad valorem duties.

To be forewarned is to be forearmed.

## A TARIFF THAT WILL STAND—WOOL MANUFACTURERS AND THE TARIFF.

Some wool manufacturers and dealers are urging a low tariff on wool, thereby to secure a tariff that will endure. "History repeats itself." The highest wool tariff we ever had for conditions then existing was that in the act of 1867, which endured for *sixteen years*.

Lower duties came with the act of 1883, which stood but seven years. Better protection came with the act of 1890, which was repealed by the Wilson Act of 1894, not because of the wool tariff, but for other causes well known. But the people, by an overwhelming majority, repudiated free wool—indorsed "the most ample protection." Any tariff less than this can not endure.

It is a remarkable fact that those wool manufacturers who are proposing low inadequate wool duties—duties much less than those of the act of 1890—have not proposed to reduce the rate or mode of "compensatory duties" adopted by that act—they pronounce it "scientific." The duties they propose for woolgrowers are neither scientific nor adequate.

## PROTECTIONISTS BEWARE.

The political party of Protection in Congress passed the bill which became the Tariff Act of 1883 reducing the rate of wool duties in the Act of 1867. The result was that in Ohio the Democratic State convention of that year denounced the reduction of the wool duties, and on that issue elected a Democratic Governor, a Democratic Legislature, which in turn elected a Democratic United States Senator. The wool duties of the Act of 1883, in view of conditions then existing, and with the much higher prices of wools then throughout the world, were much more protective than would be the duties now asked for by the woolgrowers' bill. Congress may now profit by the example of the election in Ohio in 1883.



## XVIII.

## CONFERENCE WITH THE WOOL MANUFACTURERS.

On January 7, 1897, the representatives of the Wool Manufacturers' Association made arguments before the Committee on Ways and Means in favor of duties for woolen goods and to some extent in opposition to the duties asked for by the woolgrowers. Subsequently, at an informal conference of woolgrowers and wool manufacturers, it was advised that a joint meeting of committees from the two national associations be held with a view to agree upon a schedule of tariff duties which should be mutually satisfactory. For this purpose a meeting of the executive board of the National Woolgrowers' Association was held at the Ebbitt House, Washington, D. C., February 9, at 10 o'clock a. m.

The National Woolgrowers' Association accordingly met in Washington February 9, as did representatives of the National Association of Wool Manufacturers. The result of their conference will be made known in due time.

At the meeting of the National Woolgrowers' Association, February 9, 1897, it was resolved that the Committee of Ways and Means be requested to order the foregoing argument, which has been read to the association, to be printed with the tariff hearings and statements made to the committee.

We now with renewed energy earnestly ask the American Congress at last and speedily to give us ample protection for sheep husbandry, so long delayed and denied. And upon our bill we invoke the considerate judgment of the American people and the just favor of the American Congress.

Sundry papers are hereto annexed by way of appendices to this argument.

## XIX.

## RESOLUTIONS.

At the meeting of the Ohio Woolgrowers' Association January 13, 1897, the following preamble and resolutions were adopted without one dissenting vote:

Whereas the severest blow ever dealt to agriculture in the United States was inflicted by the tariff of 1894, and the most disastrous of all was that placing wool on the free list; it has depleted American flocks one-third and reduced the price of wool 50 per cent, pauperized labor, and caused a loss to the woolgrowers in three years of over \$175,000,000 without compensating advantages worth mentioning in any direction;

Whereas it is fast eliminating a most important branch of industry from the already too few from which the farmer, the farm laborer, and others must draw support, and instead of being a business from which many farmers drew their principal revenue, has become inconsequential and profitless;

Whereas we believe it is the very first and highest duty of the incoming Administration and Congress to remedy these wrongs by a revision of the present tariff at the earliest possible moment: Therefore, be it

*Resolved*, That such duty should be put upon wool as will fully restore this important industry, and we believe that the rates asked for in the bill adopted by the National Wool Growers' Association in December, 1895; approved November, 1896, by the Farmers' National Congress; by the Ohio State Grange in December, 1896; by the National Wool Growers' Association in December, 1896, and again in January, 1897, and now before the Ways and Means Committee, will secure the American market to the American woolgrower, and that said bill is hereby indorsed.

*Resolved*, That the new tariff act should contain a clause requiring that additional duties on [imposed by an act at the next session of Congress] wool and woolens in



bonded warehouses or imported after March 5, 1897, shall be secured before taken out of bond.

*Resolved*, That ad valorem duties invite fraud and deception, and we are utterly opposed to the same.

CHAS. M. HOGG,  
J. W. POLLOCK,  
J. L. LEWIS,  
J. W. ROBINSON,  
J. W. CALE,  
*Committee on Resolutions.*

The last sentence of the foregoing was not in the report of the committee on resolutions, but it was inserted as an amendment without any dissenting vote.

There were some differences of opinion in the committee as to the resolutions, but, after discussion, they were finally adopted by the association without one dissenting vote. Delegates were appointed to attend the conference at Washington, D. C., February 9, 1897.

AFTER A WOOL-TARIFF LAW SHALL TAKE EFFECT THE PRICE OF FOREIGN WOOLS WILL DECLINE 6 CENTS PER POUND.

The following by the prominent wool merchant of Philadelphia, Theodore Justice, was published in the Philadelphia Manufacturer of January 16, 1897:

MR. JUSTICE'S VIEWS.

THE EDITOR OF THE MANUFACTURER:

Both the Western woolgrowers and the Eastern manufacturers have appealed for a tariff law so conservatively drawn that it would endure without need of change for several years to come. There was perfect unanimity in Washington on this point. Mr. G. C. Moses, of Bath, Me., appeared before the committee as "an original free-wool man." He said that the free-wool experience of the last two years had cost his firm very dearly, and he argued that the duty upon wool, in his opinion, might safely be 8 cents per pound. *The best grade of Australian wool in London advanced 5 cents per pound from the first half of 1895 to December, 1895. This increase in price in very little over six months was due entirely to the American demand. It is certainly true that this advance, having been brought about by our demand, will be lost the moment we stop buying, as we are sure to do when the duty is placed on wool, because, to save the duty, we, by large importations before the law is passed, will have anticipated our wants for some time to come.* For the following year there will be little or no wool imported to this country. Therefore this advance of 5 cents, which the American demand caused, will again be lost within a year, and the duty of 8 cents a pound, which this Maine manufacturer suggests as the proper duty for the woolgrower, owing to the certain decline within a year, would lower the competing price of wool five-eighths of such a tariff. Out of the 8-cent benefit, then, the woolgrowers in one year would have only the equivalent of 3 cents. They would be dissatisfied, and they would soon show it at the elections. The new law, to endure, must be such as to reasonably protect and satisfy the grower.

We ought to begin with the McKinley schedule as to wording and classification, with 9 cents on unwashed wool of the first class, instead of 11, which the McKinley law provided for, and should arrange for an annual increase of 1 cent a pound, until the duty shall reach 12 cents. The New England members have an idea that the wools which cost 8 cents in London should pay 4 cents duty. If they cost over 8 cents, and not more than 10 cents, they should 5 cents duty. If they cost 10 cents, but not over 12 cents, they should pay 6 cents duty. If they cost 12 cents, and not over 14 cents, 7 cents duty. If they cost over 14 cents, but not over 16 cents, 8 cents duty, and so on.

One may assume that a buyer in London pays 10 pence for the best Australian wool. If he keeps on buying every lot for 10 cents, it is clear that other people can have none, unless they will outbid him. An American competitor to buy for, say, 10½ pence must not only therefore increase the London cost of the wool a half cent, but he must also incur a penalty of 1 cent additional duty upon wool so bought, according to this New England proposed sliding scale. Thus two Americans, purchasing wool at the same time, may find that there is a difference of 1½ cents a pound with such a tariff. The man who pays 1½ cents more, if he is honest, will soon want the



tariff changed; and if he is dishonest, he will resort to undervaluation to put him on the same basis as his American competitor. These are the objections to the Eastern proposition, and this plan is impossible, as anyone will see who works it out. Besides, it would be impossible to adjust the compensatory duties on cloth on an equitable basis.

In the last twenty-four years, 1873-1896, the production of wool, measured on the clean-scoured basis, in the different countries of the Southern Hemisphere increased very greatly. The increase in Australia has been 200,000,000 pounds of scoured wool, equal to 182 per cent; in the River Plate country, 70,000,000 pounds, equal to 87 per cent, and in Cape of Good Hope, 14,000,000 pounds, equal to 43.75 per cent.

Taking the entire production of all these countries, the clip in 1873 yielded 230,000,000 pounds; in 1890, 390,000,000 pounds, and in 1896, 500,000,000. The increase from 1873 to 1896 was 117 per cent. In consequence of this increase in the supply the price of wool fell off 34 per cent. As there is every indication that this rapid increase in the production of wool in the wool belt of the Southern Hemisphere will continue, a corresponding decrease in the price seems inevitable. Schedule K of the law of 1890, barring the slight changes indicated, should be reenacted. In my opinion no new schedule of any tariff law is likely to be more scientific in the theory of its construction than was Schedule K of that law. That schedule was unanimously adopted by a representative convention of the most prominent woolgrowers and woolen manufacturers, every member of which was an expert. No new convention of experts more representative in its character could ever be brought together. No tariff commission could have approached the subject half so well equipped with the expert knowledge possessed by the framers of Schedule K of the McKinley law. It was adopted by Congress without any material change, and the proof of its excellence is in the fact that under it both growers and manufacturers were prosperous.

THEODORE JUSTICE.

JANUARY 16, 1897.

#### A TARIFF PROPOSED BY SOME WOOL MANUFACTURERS.

The following is an exposé of a tariff scheme proposed by SOME WOOL MANUFACTURERS:

JANUARY 18, 1897.

*Editor American Wool and Cotton Reporter.*

DEAR SIR: In your issue of the 14th, in an editorial on "Prospective tariff legislation" (p. 46), it is stated that the publisher of the Reporter is the only person in the United States who is a member of both the National Wool Manufacturers' Association and the National Association of Woolgrowers. I do not understand that the tariff schedule offered by leading manufacturers (p. 39 of same issue, under heading of "A proposed schedule") represents Mr. Bennett's view of what is equitable, but as he seems to stand as an intermediary between the two associations named, I think many others besides myself will be glad to hear through the columns of the Reporter what he thinks of the following, put forward as their idea of a tariff by the many prominent manufacturers named:

"The duty on wool of the sheep, hair of the goat, camel, and other like animals, 8 cents per pound in the grease. If scoured or washed, two and a half times the rate of grease wool. Wool tops the same as scoured wool. The duty on thread waste and ring waste shall be 9 cents per pound. The duty on slubbing waste, roving waste, noils, garnetted thread waste, and carbonized noils, 11 cents per pound. Woolen rags, 2 to 3 cents per pound."

The above, which is a fair showing of what the manufacturers are willing to do for the growers, will stand a little analysis.

Possibly the proposed duty of 8 cents per pound on grease wool might be compromised on by even the most radical growers. And the rate of 20 cents per pound on scoured or washed wool might also be accepted under violent protest. But the placing of wool tops with the same duty as on scoured wool, 9 cents on thread and ring waste, 11 cents on other wastes and noils, and 2 to 3 cents on woolen rags seems to me to cover the whole wood pile with colored gentlemen; in fact, there is hardly any wood pile left.

The importation of wool tops, actually wool quite advanced in manufacture with the same duty as on washed or scoured wool, would set at work many more mill operatives abroad than the rest of the tariff measure proposed would employ in the United States. I believe it is a well-accepted fact that the labor employed by wool combers in England, France, and Germany is cheaper than corresponding labor in the United States. And if Australian wool could be purchased in London, combed in Bradford, and brought into the United States at the same duty as would be paid on scoured wool of similar quality, no up-to-date business man would import any



Australian combing wool either in the grease or scoured. And the effect would be to depreciate the value of corresponding domestic wool.

The waste question has always been a disturbing element in administration of duties on wool and wool products. And the admission of this form of scoured wool at 9 and 11 cents, requiring comparatively little expense and almost no shrinkage to put it in the shape of a substitute for scoured wool (and of but trifling less value), would be a nullification of the greater part of the benefit on a tariff on grease wool. Carbonized noils replace just so much short stapled wool of home growth, and are about as near to scoured clothing wool as one article can be like another and not be identical. The admission of such articles at the duty named would practically cut in two the duty on scoured wool for a large valuation of imports.

Woolen rags imported at a duty of 2 to 3 cents per pound would, after considering cost of making shoddy, shrinkage, etc., place on the market a wool substitute at not to exceed half the duty on wool.

A duty of one-half that proposed on grease wool and a prohibitive duty on all other articles named in the above-quoted schedule would, in my opinion, benefit the woolgrowers of the United States more than the above measure put forth by so many leading manufacturers.

It certainly can not benefit the woolgrowing industry to put a reasonable duty on grease wool and then admit wool tops without a proportionate duty, and a long list of wool substitutes (some of them worth more than many staple grades of American wools after scouring) at a trifling advance over the duty on grease wools.

Making no claim to be well informed on the subject, the writer has known white wool shoddy to sell at around 55 cents per pound, when under a protective tariff we were selling scoured territory wools at 63 to 65 cents per pound. Assuming that in all rags which might be imported there would be but a small proportion suitable for the manufacture of such shoddy, the lower grades of shoddy sell only proportionately lower than corresponding grades of American scoured wools.

On page 52 of your issue of the 14th, from which other quotations are herein made, are given quotations for standard grades of rags which are considerably above the current quotation per pound for territory wools. This can only be explained by the fact that a pound of such grades of rags will yield more value in a wool substitute than an average pound of grease territory does of scoured wool. And it is proposed to admit the rags at 2 to 3 cents while wool is protected with 8 cents.

On the page last referred to is given a quotation on fine white wool noil of 23 to 28 cents, and on ring waste of 30 cents. On white yarn garnetted waste is given a quotation of 20 to 32 cents. Of course, it is understood that the range of quotations apply to the waste and noil according to the grade of wool from which it is produced. But these quotations are given on the same market which gives 34 to 36 cents, scoured, as value for staple territory, and for clothing territory, which comprises not less than 75 per cent of all territory wool grown in the United States, is a nominal quotation of 30 to 32, with a qualification that 30 cents is about all a purchaser is prepared to pay.

Is it surprising that it is hard to harmonize the manufacturers and the woolgrowers? The writer, in a demand for a duty on wool, is far from being the extremist which seems to be the position of nearly all of the woolgrowers whose opinions are published. But, if we are to be protected at all, do not let it be with a sham fortification in front and the rear open to the enemy.

If any of my conclusions are without foundation, I will be glad to be set right. And there seems to be a good chance for the Home Market Club to step in and work for equity in wool duties. For, with the West largely occupied in producing raw material for the manufacturers of the East to work up, and raising meats and food products to be consumed by the densely populated Eastern districts, the East, in turn, looking to the South and West for their best market for manufactured goods, we have a situation of interdependence in which the prosperity of one section is the prosperity of the other. And if the wool manufacturers of the East would aid and build up their best market—the home market—they must accord such relief to Western interests as will make the West prosperous and large consumers.

Yours, very truly,

COLORADO.

A REVIEW OF SOME OF THE VIEWS OF THE SECRETARY OF THE NATIONAL ASSOCIATION OF WOOL MANUFACTURERS.

SIDNEY, N. Y., *January 27, 1897.*

DEAR SIR: I wish to call your attention to erroneous statements placed before the committee by the manufacturers and their spokesman, Mr. North, and wish you to present them both to the committee and officers of the Woolgrowers' Association.

First. Mr. North's assertion that we can not produce certain kinds of wool is erroneous. My forty years' experience is, we can produce even here, in central New York,



the finest Saxony or Spanish merino, or any of the long-wool cross breeds to advantage, with proper care, as you know. We have all the varied climate and soil between the Atlantic and Pacific and Gulf of Mexico and St. Lawrence needed to make perfect success in growing any kind of wool produced, if we can be protected.

Second. He says our lands east of the Rockies are too expensive to grow wool. How cheap would he have lands? Good farms for sheep grazing here in central New York are begging buyers at \$10 to \$15 per acre, and thousands of acres in the New England States have been, and are being abandoned, and are now growing up to brush.

With proper protection in comparatively short time we can produce every pound of wool required.

One says, Where, then, will our revenue come from? Could our farmers have our own markets for our own products there would be buyers for other goods sufficient to more than make the loss of revenue received on wool. The manufacturers are called on not to make concessions, etc. Do they not know that the woolgrowers' and manufacturers' interests are identical? One can not prosper without the other.

That has been demonstrated during the past four years.

Do they not know that destroying or crippling one industry has its bearing on all others—that is, removing or reducing the duty on wool, tobacco, hemp, hops, and other products has its effect on dairying and has destroyed the dairy interests?

Do they not know that the farmers are in a deplorable condition, and unless there is some relief very soon the farmers as a class will become, if not already, bankrupt?

Do they not know that 4 to 8 cents per pound duty on wool amounts to next to nothing, as 8 cents duty would not add over 4 cents to the value of American wool, as with duty at least one-half is lost to this side by lowering the price on the other?

We beg you now do something to relieve the farmers; give us a good strong protective duty, not only on wool but on woolen goods, so the growers and manufacturers may be equally protected; and same with all other products of the farm and factory, so the farmer, the laborer, and the stockholder may prosper once more, or at least be in a position to be able to buy bread for their families.

We were promised it by the return to power of the Republican party. We can not get it on a basis of 8 cents per pound duty on wool.

We wish all producers and manufacturers to be protected alike, well knowing one industry can not prosper any length of time at the expense of the other.

Yours, truly,

H. G. PHELPS.

Judge WM. LAWRENCE.

Resolutions adopted by the New Mexico Wool Growers' Association at their meeting January 28, 1897, at East Las Vegas:

*Resolved*, By the New Mexico Wool Growers' Association, at this called meeting: That such duty should be put upon wool as will fully restore this important industry, and we believe that the rates asked for in the bill adopted by the National Wool Growers' Association in December, 1895, approved in November, 1896, by the Farmers' National Congress, by the Ohio State Grange in December, 1896, by the National Wool Growers' Association in December, 1896, and again in January, 1897, and now before the Ways and Means Committee, will secure the American market to the American woolgrowers, and that such bill is hereby indorsed.

*Resolved*, That the new tariff shall contain a clause requiring additional duties on wool and woolens in bonded warehouses or imported after March 5, 1897, which shall be secured before the goods are taken out of bond.

*Resolved*, That ad valorem duties invite fraud and deception, and we utterly oppose same.

*Resolved*, That we demand the scoured-wool duty shall be levied upon shoddy and other adulterants of wool, in either their manufactured or unmanufactured condition.

*Resolved*, That the secretary is hereby directed to draft two copies of these resolutions, to be signed by the president and secretary of the association, one copy to be sent immediately to Hon. Nelson Dingley, jr., chairman of the Ways and Means Committee, at Washington, D. C., and one copy to the Hon. William Lawrence, president National Wool Growers' Association, at Bellefontaine, Ohio.



*Prices current of the leading descriptions of colonial wool December 10, 1896.*

[From the London Wool Circular, December 10, 1896, of Helmuth, Schwartz & Co.]

| Description.                              | Extra. |     | Superior. |     | Average to good. |     | Inferior to average. |     |
|-------------------------------------------|--------|-----|-----------|-----|------------------|-----|----------------------|-----|
|                                           | s.     | d.  | s.        | d.  | s.               | d.  | s.                   | d.  |
| Port Phillip fleece.....                  | 1      | 6   | to 1      | 7½  | 1                | 4   | to 1                 | 9   |
| Port Phillip scoured.....                 | 1      | 6   | to 1      | 7½  | 1                | 4   | to 1                 | 5½  |
| Port Phillip greasy.....                  | 0      | 11½ |           |     | 0                | 10  | to 0                 | 11  |
| Sydney fleece.....                        |        |     |           |     |                  |     |                      |     |
| Sydney scoured.....                       |        |     | 1         | 4   | to 1             | 5   |                      |     |
| Sydney greasy.....                        | 0      | 11  | to 0      | 11½ | 0                | 9½  | to 0                 | 10½ |
| Queensland scoured.....                   |        |     | 1         | 3½  | to 1             | 5   |                      |     |
| Queensland greasy.....                    |        |     | 0         | 9½  | to 0             | 10  |                      |     |
| Adelaide scoured.....                     |        |     | 1         | 2½  | to 1             | 3   |                      |     |
| Adelaide greasy.....                      | 0      | 10  | to 0      | 10½ | 0                | 8   | to 0                 | 9   |
| New Zealand scoured.....                  |        |     | 1         | 3   | to 1             | 5   |                      |     |
| New Zealand greasy.....                   |        |     | 0         | 9   | to 0             | 9½  |                      |     |
| Tasmania greasy.....                      |        |     | 0         | 10  | to 0             | 11  |                      |     |
| Western Australia greasy.....             |        |     | 0         | 8   | to 0             | 8½  |                      |     |
| Crossbred Australian scoured.....         |        |     | 1         | 2   | to 1             | 4½  |                      |     |
| Crossbred Australian greasy, fine.....    | 0      | 11  |           |     | 0                | 10  | to 0                 | 10½ |
| Crossbred Australian greasy, coarse.....  |        |     | 0         | 9½  | to 0             | 10  |                      |     |
| Lambs, Australian washed.....             |        |     | 1         | 9   | to 2             | 4   |                      |     |
| Lambs, Australian greasy.....             |        |     | 0         | 10  | to 1             | 0   |                      |     |
| Pieces and locks, Australian scoured..... |        |     | 1         | 1½  | to 1             | 3   |                      |     |
| Pieces and locks, Australian greasy.....  |        |     | 0         | 8   | to 0             | 9   |                      |     |
| Cape snow-white.....                      | 1      | 2½  | to 1      | 3   | 1                | 1½  | to 1                 | 2   |
| Cape snow, exceptional lots.....          | 1      | 3½  | to 1      | 4½  |                  |     |                      |     |
| Cape country-scoured.....                 |        |     | 0         | 11½ | to 1             | 0   |                      |     |
| Cape western fleece.....                  |        |     | 0         | 9½  | to 0             | 10½ |                      |     |
| Cape eastern fleece.....                  |        |     | 0         | 8½  | to 0             | 9   |                      |     |
| Cape eastern greasy.....                  | 0      | 8   | to 0      | 8½  | 0                | 6½  | to 0                 | 7½  |
| Cape natal greasy.....                    |        |     | 0         | 6½  | to 0             | 7½  |                      |     |

*Imports of wool for the season.*

|                                 | 1896.<br>Sixth series; list closed<br>Nov. 20. | Total season.                             |                                           |                                           |                                           |                                           |                                           |
|---------------------------------|------------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|
|                                 |                                                | Nov. 23,<br>1895, to<br>Nov. 20,<br>1896. | Nov. 18,<br>1894, to<br>Nov. 22,<br>1895. | Nov. 23,<br>1893, to<br>Nov. 17,<br>1894. | Nov. 23,<br>1892, to<br>Nov. 22,<br>1893. | Nov. 25,<br>1891, to<br>Nov. 22,<br>1892. | Nov. 26,<br>1890, to<br>Nov. 24,<br>1891. |
| Colonial:                       |                                                |                                           |                                           |                                           |                                           |                                           |                                           |
| Sydney.....                     | 43,094                                         | 343,754                                   | 445,456                                   | 407,749                                   | 351,185                                   | 443,265                                   | 407,780                                   |
| Queensland.....                 | 39,454                                         | 202,129                                   | 214,841                                   | 183,338                                   | 202,075                                   | 247,458                                   | 164,136                                   |
| Port Phillip.....               | 29,164                                         | 292,037                                   | 359,613                                   | 336,801                                   | 305,085                                   | 349,279                                   | 341,612                                   |
| Adelaide.....                   | 16,196                                         | 99,819                                    | 103,595                                   | 110,081                                   | 92,921                                    | 113,102                                   | 119,837                                   |
| Tasmania.....                   | 361                                            | 24,071                                    | 22,563                                    | 22,115                                    | 20,881                                    | 23,353                                    | 25,320                                    |
| Western Australia..             | 1,006                                          | 26,789                                    | 26,168                                    | 26,316                                    | 21,105                                    | 23,452                                    | 28,105                                    |
| New Zealand.....                | 9,533                                          | 362,682                                   | 374,669                                   | 372,472                                   | 350,354                                   | 318,568                                   | 312,062                                   |
| Australasian.....               | 139,408                                        | 1,351,281                                 | 1,546,905                                 | 1,458,872                                 | 1,343,606                                 | 1,518,477                                 | 1,398,852                                 |
| Cape.....                       | 25,574                                         | 276,124                                   | 244,419                                   | 245,703                                   | 278,923                                   | 276,891                                   | 307,694                                   |
| Total into England.             | 164,982                                        | 1,627,405                                 | 1,791,324                                 | 1,704,575                                 | 1,622,529                                 | 1,795,368                                 | 1,706,546                                 |
| Of which Australasia forwarded: |                                                |                                           |                                           |                                           |                                           |                                           |                                           |
| To interior.....                | 2,600                                          | 152,000                                   | 160,000                                   | 197,000                                   | 153,000                                   | 135,000                                   | 88,000                                    |
| To continent.....               | 3,400                                          | 38,000                                    | 50,000                                    | 44,000                                    | 33,000                                    | 34,000                                    | 30,000                                    |
| To America.....                 |                                                | 13,000                                    | 15,000                                    | 9,000                                     | 11,000                                    | 11,000                                    | 7,000                                     |
| Total.....                      | 6,000                                          | 203,000                                   | 225,000                                   | 250,000                                   | 197,000                                   | 180,000                                   | 125,000                                   |
| Of which the Cape forwarded:    |                                                |                                           |                                           |                                           |                                           |                                           |                                           |
| To interior.....                | 6,000                                          | 49,000                                    | 40,000                                    | 61,000                                    | 72,000                                    | 53,000                                    | 58,000                                    |
| To continent.....               | 10,000                                         | 136,000                                   | 97,000                                    | 94,000                                    | 101,000                                   | 84,000                                    | 95,000                                    |
| To America.....                 |                                                | 3,000                                     | 9,000                                     | 2,000                                     | 2,000                                     | 2,000                                     | 3,000                                     |
| Total.....                      | 16,000                                         | 188,000                                   | 146,000                                   | 157,000                                   | 175,000                                   | 139,000                                   | 156,000                                   |
| Total forwarded...              | 22,000                                         | 391,000                                   | 371,000                                   | 407,000                                   | 372,000                                   | 319,000                                   | 281,000                                   |
| Continent direct:               |                                                |                                           |                                           |                                           |                                           |                                           |                                           |
| Australasian.....               |                                                | *451,815                                  | 427,466                                   | 429,789                                   | 407,745                                   | 281,402                                   | 261,510                                   |
| Cape.....                       |                                                | 4,192                                     | 11,173                                    | 8,346                                     | 10,105                                    | 6,137                                     | 6,324                                     |

\* Of which 4,166 forwarded to America.



*Imports of wool for the season—Continued.*

|                                    | 1896.<br>Sixth se-<br>ries; list<br>closed<br>Nov. 20. | Total season.                             |                                           |                                           |                                           |                                           |                                           |
|------------------------------------|--------------------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|-------------------------------------------|
|                                    |                                                        | Nov. 23,<br>1895, to<br>Nov. 20,<br>1896. | Nov. 18,<br>1894, to<br>Nov. 22,<br>1895. | Nov. 23,<br>1893, to<br>Nov. 17,<br>1894. | Nov. 23,<br>1892, to<br>Nov. 22,<br>1893. | Nov. 25,<br>1891, to<br>Nov. 22,<br>1892. | Nov. 26,<br>1890, to<br>Nov. 24,<br>1891. |
| America direct:                    |                                                        |                                           |                                           |                                           |                                           |                                           |                                           |
| Australasian .....                 |                                                        | 42,702                                    | 26,765                                    | 7,228                                     | 23,863                                    | 35,156                                    | 22,374                                    |
| Cape .....                         |                                                        | 7,956                                     | 13,133                                    | 1,997                                     | 10,242                                    | 7,993                                     | 7,686                                     |
| Total { Australa-                  |                                                        |                                           |                                           |                                           |                                           |                                           |                                           |
| sian .....                         |                                                        | 1,845,798                                 | 2,001,136                                 | 1,895,889                                 | 1,775,214                                 | 1,835,035                                 | 1,682,736                                 |
| Cape .....                         |                                                        | 288,272                                   | 268,725                                   | 256,046                                   | 299,270                                   | 291,021                                   | 321,704                                   |
| Total Colonial bales               |                                                        | 2,134,070                                 | 2,269,861                                 | 2,151,935                                 | 2,074,484                                 | 2,126,056                                 | 2,004,440                                 |
| River Plate, Nov. 1 to<br>Oct. 31: |                                                        |                                           |                                           |                                           |                                           |                                           |                                           |
| Into Europe .....                  |                                                        | 517,000                                   | 470,000                                   | 426,000                                   | 396,000                                   | 392,000                                   | 362,000                                   |
| Into United States ..              |                                                        | * 30,000                                  | 43,000                                    | 17,000                                    | 18,000                                    | 23,000                                    | 18,000                                    |
| Total bales .....                  |                                                        | 547,000                                   | 513,000                                   | 443,000                                   | 414,000                                   | 415,000                                   | 380,000                                   |

\* Estimated, October returns not yet received.

*Total imports for the season into Europe and North America.*

| Year.      | Australa-<br>sian. | Cape.         | Total<br>colonial. | River<br>Plate. | Total.        |
|------------|--------------------|---------------|--------------------|-----------------|---------------|
|            | <i>Bales.</i>      | <i>Bales.</i> | <i>Bales.</i>      | <i>Bales.</i>   | <i>Bales.</i> |
| 1877 ..... | 835,000            | 186,000       | 1,021,000          | 293,000         | 1,314,000     |
| 1878 ..... | 801,000            | 169,000       | 970,000            | 286,000         | 1,256,000     |
| 1879 ..... | 826,000            | 189,000       | 1,015,000          | 270,000         | 1,285,000     |
| 1880 ..... | 869,000            | 219,000       | 1,088,000          | 289,000         | 1,377,000     |
| 1881 ..... | 957,000            | 204,000       | 1,161,000          | 282,000         | 1,443,000     |
| 1882 ..... | 993,000            | 197,000       | 1,190,000          | 344,000         | 1,534,000     |
| 1883 ..... | 1,054,000          | 199,000       | 1,253,000          | 350,000         | 1,603,000     |
| 1884 ..... | 1,112,000          | 191,000       | 1,303,000          | 365,000         | 1,668,000     |
| 1885 ..... | 1,094,000          | 188,000       | 1,282,000          | 402,000         | 1,684,000     |
| 1886 ..... | 1,196,000          | 236,000       | 1,432,000          | 382,000         | 1,814,000     |
| 1887 ..... | 1,207,000          | 237,000       | 1,444,000          | 342,000         | 1,786,000     |
| 1888 ..... | 1,315,000          | 289,000       | 1,604,000          | 374,000         | 1,978,000     |
| 1889 ..... | 1,385,000          | 310,000       | 1,695,000          | 421,000         | 2,116,000     |
| 1890 ..... | 1,411,000          | 288,000       | 1,699,000          | 317,000         | 2,016,000     |
| 1891 ..... | 1,683,000          | 322,000       | 2,005,000          | 380,000         | 2,385,000     |
| 1892 ..... | 1,835,000          | 201,000       | 2,126,000          | 415,000         | 2,541,000     |
| 1893 ..... | 1,775,000          | 209,000       | 2,074,000          | 414,000         | 2,488,000     |
| 1894 ..... | 1,896,000          | 256,000       | 2,152,000          | 443,000         | 2,595,000     |
| 1895 ..... | 2,001,000          | 269,000       | 2,270,000          | 513,000         | 2,783,000     |
| 1896 ..... | 1,846,000          | 288,000       | 2,134,000          | 547,000         | 2,681,000     |



*The course of the wool market.*

## CLOTHING WOOL (FINE).

[From the Liverpool Wool Circular, December 31, 1896, of J. L. Bowes &amp; Bro.]

|                                   | Extremes during the 10 years prior to 1896. |           | Average, 1886-1895. | 1896.   |          |           |          | Decline during 1896. | Price at close of year as compared with average of 10 years. |
|-----------------------------------|---------------------------------------------|-----------|---------------------|---------|----------|-----------|----------|----------------------|--------------------------------------------------------------|
|                                   | Lowest.                                     | Highest.  |                     | Jan. 1. | Low-est. | High-est. | Dec. 31. |                      |                                                              |
|                                   | d.                                          | d.        | d.                  | d.      | d.       | d.        | d.       | Per cent.            | Per cent.                                                    |
| Port Phillip, unwashed, superior. | 1886.. 8½                                   | 1889.. 15 | 11.09               | 11½     | 10       | 12        | 11       | 4.35                 | 0.08 under.                                                  |
| New Zealand, unwashed, good.      | 1894.. 7½                                   | 1889.. 13 | 9.55                | 9       | 8        | 10        | 8½       | 5.55                 | 10.99 under.                                                 |
| Buenos Ayres, unwashed, average.  | 1894.. 4½                                   | 1889.. 8¼ | 5.98                | 5½      | 4¾       | 5¾        | 4¾       | 4.88                 | 18.48 under.                                                 |

## CLOTHING WOOL (COARSE).

|                            |           |           |      |    |   |    |    |       |              |
|----------------------------|-----------|-----------|------|----|---|----|----|-------|--------------|
| Peruvian, washed, average. | 1886.. 6¾ | 1886.. 10 | 8.38 | 8½ | 7 | 8½ | 7½ | 11.77 | 10.50 under. |
| Lima, unwashed, average.   | 1895.. 4¼ | 1890.. 8½ | 6.30 | 5  | 5 | 5½ | 5½ | *10   | 12.70 under. |
| Abudia, unwashed, average. | 1895.. 5  | 1886.. 7¼ | 5.91 | 5½ | 5 | 5¾ | 5½ | (†)   | 6.94 under.  |

## SHEEPSKINS.

|                                     |           |          |      |    |   |    |   |       |              |
|-------------------------------------|-----------|----------|------|----|---|----|---|-------|--------------|
| Buenos Ayres, full-wooled matadero. | 1895.. 3½ | 1890.. 7 | 5.57 | 4½ | 4 | 4½ | 4 | 11.11 | 28.18 under. |
|-------------------------------------|-----------|----------|------|----|---|----|---|-------|--------------|

## COMBING WOOL.

|                                      |           |            |       |     |     |     |     |       |              |
|--------------------------------------|-----------|------------|-------|-----|-----|-----|-----|-------|--------------|
| Lincoln, hog fleeces....             | 1892.. 8¾ | 1895.. 16¼ | 10.86 | 15½ | 10½ | 15½ | 11  | 29.03 | 1.29 over.   |
| Lincoln, wether fleeces.             | 1892.. 8¼ | 1895.. 13½ | 10.13 | 12¼ | 9½  | 12¼ | 10  | 18.37 | 1.28 under.  |
| Kent, wether fleeces...              | 1895.. 9  | 1889.. 12½ | 10.54 | 11¼ | 9¾  | 11¼ | 9¾  | 13.33 | 7.49 under.  |
| Sussex, down fleeces, flocks.        | 1895.. 9¼ | 1886.. 14½ | 12.09 | 11¼ | 10  | 11¼ | 10¼ | 8.88  | 15.22 under. |
| Alpaca, Islay fleece, good average.  | 1886.. 11 | 1895.. 27  | 15.34 | 23  | 14½ | 23  | 15  | 34.78 | 2.21 under.  |
| Alpaca, Callao fleece, average.      | 1892.. 7½ | 1889.. 19  | 10.30 | 15  | 9½  | 15  | 9½  | 36.66 | 7.76 under.  |
| Mohair, Turkey fleece, fair average. | 1888.. 12 | 1895.. 32  | 15.30 | 27½ | 15½ | 27½ | 16  | 41.82 | 4.57 over.   |

## CARPET AND BLANKET WOOLS.

|                                      |           |            |       |     |    |     |     |      |              |
|--------------------------------------|-----------|------------|-------|-----|----|-----|-----|------|--------------|
| East India, first Joria, white.      | 1895.. 8¼ | 1887.. 12¾ | 10.58 | 10½ | 9½ | 10½ | 10¼ | 2.38 | 3.12 under.  |
| East India, first Candahar, white.   | 1895.. 7¼ | 1886.. 10½ | 8.78  | 8¼  | 7½ | 8½  | 7¾  | 6.06 | 11.73 under. |
| East India, Pac Pathan, yellow.      | 1895.. 6  | 1889.. 8¼  | 7.22  | 6¾  | 6¼ | 6¾  | 6¾  | (†)  | 6.51 under.  |
| East India, ordinary, yellow.        | 1895.. 3½ | 1891.. 7½  | 6.01  | 4¾  | 4¼ | 4¾  | 4½  | 5.27 | 25.12 under. |
| English noils, medium..              | 1894.. 6¼ | 1889.. 11½ | 8.96  | 7½  | 6½ | 7½  | 7   | 6.66 | 21.87 under. |
| Oporto, washed fleece...             | 1894.. 6¼ | 1886.. 10¼ | 8.56  | 7½  | 7½ | 7½  | 7¼  | 3.33 | 15.30 under. |
| Egyptian, washed, first white.       | 1895.. 8½ | 1886.. 12¾ | 9.82  | 10¼ | 9¼ | 10½ | 9¾  | 9.75 | 5.80 under.  |
| Donskoi, washed carding.             | 1892.. 6½ | 1887.. 8½  | 7.36  | 7½  | 6¾ | 7½  | 7¼  | 3.33 | 1.49 under.  |
| Scotch, highland, undipped.          | 1895.. 5¾ | 1889.. 7¼  | 6.26  | 5¾  | 5½ | 5¾  | 5¼  | 2.13 | 8.14 under.  |
| Persian, unwashed, white, uncleaned. | 1895.. 3½ | 1887.. 5¾  | 4.55  | 4¼  | 3¾ | 4¼  | 4½  | 2.94 | 9.34 under.  |

\* Advance.

† Unchanged.

J. L. BOWES &amp; BRO.

LIVERPOOL, December 31, 1896.



THE WOOL-TARIFF BILL AS ASKED FOR BY THE NATIONAL WOOL GROWERS' ASSOCIATION, JANUARY, 1897.

A BILL to levy and collect duties on wool, hair, sheep, cotton, and other fibers.

*Be it enacted, etc.*, That from and after the passage of this act there shall be levied, collected, and paid upon all wools, cotton, hairs, and other fibers and sheep imported from foreign countries, and mentioned in Schedule K, herein contained, the rates of duties which are, by said schedule and paragraphs, respectively prescribed, namely:

SCHEDULE K.—WOOL.

All wools, hair of the camel, goat, alpaca, llama, and other like animals, shall be divided, for the purpose of fixing the duties to be charged thereon, into the following classes:

First. Class one, that is to say, merino, mestiza, metz, or metis wools, and including all other wools having any admixture of Merino blood, immediate or remote, Down clothing wools, and wools of like character, with any of the preceding, including such as have been heretofore usually imported into the United States from Buenos Ayres, New Zealand, Australasia, Cape of Good Hope, Russia, Great Britain, Canada, and elsewhere, and also including all wools not hereinafter described or designated. Also Leicester, Cotswold, Lincolnshire, Down combing wools, Canada long wools, or other like combing wools, having any admixture of English blood, immediate or remote, and usually known by the terms herein used, and also all China wools, and similar wools, and all hair of the camel, goat, alpaca, llama, and other like animals.

Second. Class two, that is to say, Donskoi, native South American, Cordova, Valparaiso, native Smyrna, Russian camel's hair, and including all such wools of like character, from Turkey, Greece, Egypt, Syria, and elsewhere, excepting improved wools hereinafter provided for, and not including any wools hereinbefore mentioned. But no wool shall be deemed of this class because imported from the places named.

Third. From the standard samples of all wools and hair, which are now or may be hereafter deposited in the principal custom-houses of the United States, under the authority of the Secretary of the Treasury, shall be selected under his direction the standards for the classification of wools under this act, and he shall have the authority to renew these standards and to make such additions to them from time to time as may be required, and he shall cause to be deposited like standards in other custom-houses of the United States when they may be needed.

Fourth. Whenever wools of class two shall have been improved by the admixture of Merino, or English, or other blood, or by domestication, or breeding, from their original native character, such improved wools shall be classified for duty as class one, as the case may be.

Fifth. The duty on all wools and hair which shall be imported, washed or otherwise cleansed, shall be twice the amount of the duty to which they would be subjected if imported unwashed; and the duty on all wools and hair which shall be imported scoured shall be three times the duty to which they would be subjected if imported unwashed.

Sixth. Unwashed wools shall be considered such as shall have been shorn from the sheep without any cleansing—that is, in their natural condition. Washed wools shall be considered such as have been washed with cold water on the sheep's back, and Australasian wools, and wools of similar light shrinkage in scouring, having any admixture of merino blood, as shorn from the sheep's back without washing, shall be deemed washed wool. Wool washed or cleansed in any other manner than on the sheep's back, as aforesaid, shall be considered as scoured wool.

And all wools having less than twelve per centum of grease, yolk, dirt, or other foreign matter, shall be deemed scoured, and wools having any admixture of Merino blood, immediate or remote, and having less than 60 per centum of grease, yolk, dirt, or other foreign matter, shall be deemed washed, and all other wools having less than 25 per centum of grease, yolk, dirt, or other foreign matter, shall be deemed washed.

Seventh. The duty upon wool of the sheep or hair of the camel, goat, llama, alpaca, and other like animals, which shall be imported in any other than ordinary condition, or which shall be changed in its character or condition for the purpose of evading the duty, or which has been skirted, sorted, or otherwise increased in value by the rejection of any part of the original fleece or otherwise, shall be twice the duty to which it would be otherwise subject.

If any bale or package of wool or hair specified in this act imported as of any specified class, or claimed by the importer to be dutiable as of any specified class, shall contain any wool or hair subject to a higher rate of duty than the class so specified, the whole bale or package shall be subject to the highest rate of duty



chargeable on wool or hair of the class subject to such higher rate of duty, and if any bale or package be claimed by the importer to be shoddy, mungo, flocks, wool, hair, or other material of any class specified in this act, and such bale contain any admixture of any one or more of said materials, or of any other material, the whole bale or package shall be subject to duty at the highest rate imposed upon any article in said bale or package.

Eighth. The duty upon all wools and hair of the first class shall be twelve cents per pound, and upon all wools or hair of the second class, eight cents per pound.

Ninth. Wools and hair on the skin shall pay the same rate as other wools and hair, the quantity and value to be ascertained under such rules as the Secretary of the Treasury may prescribe, but the quantity shall include all, without reference to the length of the staple.

Tenth. Wools and hair of the camel, goat, llama, alpaca, or other like animals, in the form of roping, roving, or tops, and all wool and hair, which have been advanced in any manner or by any process of manufacture beyond the washed or scoured condition, not specially provided for in this act, shall be subject to the same duties as are imposed upon manufactures of wool not specially provided for in this act.

Eleventh. On noils, shoddy, mungo, flocks, and rags composed wholly or in part of wool, on top waste, burr waste, slubbing waste, carded waste, roving waste, ring waste, yarn waste, garnetted waste, and all other wastes composed wholly or in part of wool, on broken tops and on carbonized wools, and on clippings and other pieces of textile fabrics composed wholly or in part of wool the duty shall be 30 cents per pound.

Twelfth. On cattle and calf hair or other animal fibers not herein nor elsewhere specified the duty shall be 15 cents per pound.

Thirteenth. On the wool and hair of the Angora goat and other like animal fibers the duty shall be 50 cents per pound.

Fourteenth. There shall be levied, collected, and paid upon sheep and lambs imported from foreign countries, except as hereinafter provided, the rates of duty following: On mutton sheep, two dollars per head; on stock sheep other than bucks and on lambs, one dollar and fifty cents per head; on bucks, including lambs for stock sheep, three dollars per head.

Fifteenth. Any animal imported specially for breeding purposes shall be admitted free: Provided, that no such animal shall be admitted free unless pure bred of a recognized breed, and duly registered in the book of record, established for that breed: And provided further, that certificate of such record and of the pedigree of such animal shall be produced and submitted to the customs officer, duly authenticated by the proper custodian of such book of record, together with the affidavit of the owner, agent, or importer that such animal is the identical animal described in said certificate of record and pedigree. The Secretary of the Treasury may prescribe such regulations as may be required for the strict enforcement of the provisions of this act, provided, also, that for the period of two years from and after the passage of this act native Mexican ewes shall be admitted free of duty.

Sixteenth. On and after the thirtieth day of June, commencing one year after the thirtieth day of June following the passage of this act, the duty prescribed in this act shall be annually increased one-half cent per pound for four years on unwashed wools and hair, and 1 cent on washed, and  $1\frac{1}{2}$  cents on scoured wools and hair.

Seventeenth. There shall be levied and collected duties on Peruvian cotton, otherwise called vegetable wool, 15 cents per pound, and on other raw cottons 2 cents per pound.

#### AS TO DUTIES ON COTTON.

The following notice has appeared in the newspapers as to the proceedings of certain cotton planters.

PROTECTION FOR COTTON—THE SEA ISLANDS PLANTERS NOW WILLING TO STAND BY M'KINLEY'S DOCTRINE.

SAVANNAH, GA., *February 7, 1897.*

The people of the sea islands cotton district of Georgia and Florida are in favor of a protective tariff which will keep out Egyptian cotton. In return for this favor they stand ready to be congenial with the full policy of McKinley's Administration.

A convention of the sea islands cotton planters has been called to meet at Black-shear, on February 11, for the organization of the Sea Island Cotton Planters' Union. Col. A. P. Brantley, who is at the head of the movement, says:

"If a duty could be placed upon Egyptian cotton it would have the effect of raising the price of our staple, but it is not likely that a duty will be placed on Egyptian long staple cotton, unless the growers of sea islands cotton organize and demand such a law at the hands of Congress.



"The time is ripe for such an organization, because the growers of sea islands cotton everywhere are thoroughly disheartened, and earnestly desire relief, and they should band themselves together in an organization for the protection of their interests. Although we raised 110,000 bales last year, we did not get as much for it as we did for 75,000 bales two years ago."

The Eleventh Congressional district, represented by Henry G. Turner, the great opponent of protection, is embraced in the territory referred to, and the people seem to have become converted thoroughly to the new idea, and all the newspapers of this part of the State are advocating it.

There is a full discussion of a tariff on cotton in Senate Document No. 17 of the first session of the Fifty-fourth Congress, December, 1895, and in Senate Document No. 17 of the second session of the Fifty-fourth Congress, December, 1896.

#### WESTERN WOOLGROWERS WHO ASK FOR 8 CENTS PER POUND WOOL TARIFF.

##### THE ANSWER OF THEODORE JUSTICE TO THEIR REQUEST.

TEXAS WOOL GROWERS' ASSOCIATION,  
San Angelo, Tex., January 28, 1897.

*The Executive Committee of The National Wool Growers' Association, Washington, D. C.*

DEAR SIR: The woolgrowers of Texas will be satisfied with a specific duty of 8 cents per pound on wools in the grease, with a duty on washed, scoured, sorted, and skirted wool, tops, noils, wastes, shoddies, and all other forms in which wools or substitutes of wools are imported equivalent to 8 cents per pound on unwashed wools shrinking 67 per cent.

We only ask 8 cents per pound duty, but we want it to be 8 cents all the way through on unwashed wools of above-stated shrinkage.

We are strongly opposed to the importation of Mexican ewes free of duty, and think the duty on all kinds of sheep should be \$2 per head.

Yours, very truly,

C. G. BURBANK, *President.*

GEO. RICHARDSON, *Secretary.*

This, of course, means a flat duty of 8 cents per unwashed pound on *all* classes of wools, carpet wools included. It carefully fixes a basis of shrinkage of 67 per cent. This would require a duty of *more* than 12 cents on unwashed Australian merinos. This is understood to be from the president and secretary without any action as to rate of duty by the woolgrowers' association.

The proposed duty of 8 cents on wools shrinking 67 per cent would be equal to 16 cents per pound on unwashed Down wools and on so-called carpet wools shrinking only 30 per cent in scouring. These are higher rates of duty than asked for in the woolgrowers' bill.

#### LETTER FROM THEODORE JUSTICE ON THE SUBJECT OF A DUTY OF 8 CENTS PER POUND ON WOOLS.

PHILADELPHIA, February 6, 1897.

DEAR SIR: I have yours of the 5th instant, in which you say that the men west of the Missouri River are entirely willing to take a low duty on wool. You are mistaken, however, if you think that they will be satisfied with anything that does not raise their price 8 cents per pound above the present price. In their ignorance they expect a duty of 8 cents per pound to raise the price 8 cents per pound above the free-trade price, which it will not do, even if foreign wools remain in Europe at to-day's value, which they will not. The Western men need more protection than the Ohio men or Michigan men rather than less protection, because the freight from their shipping points to the Eastern markets is from four to eight times as high as the freight from sections east of the Mississippi. Then, again, they get lower prices for their wool than parties east of the Mississippi, so that it is against them both ways. For instance, taking Fine XX Ohio unwashed, upon which the McKinley duty was 11 cents, the Ohio woolgrower received an increase in the price of 9½ cents (see printed table above) under the McKinley period above the free-trade price. This 9½ cents was the amount of protection which the Ohio woolgrower got on fine unwashed wool when the duty was 11 cents. The same kind of wool from Texas,



Oregon, Utah, and Montana was only increased in price  $8\frac{1}{2}$  cents over the free-trade price by the McKinley duty of 11 cents, which you will see in the table at the top marked thus V, which was less protection by  $1\frac{1}{4}$  cents per pound for the Western woolgrower than for the Eastern. So much for the difference in wool between Ohio and the Territories when sold in the condition in which it is marketed by the producer.

Thus you will observe that the Ohio woolgrower received an amount of net protection equal to  $9\frac{3}{4}$  elevenths, while the Western man received only  $8\frac{1}{2}$  elevenths. Now, if you propose to give the Western man 8 cents, it will only increase his price, judging by the McKinley law,  $8\frac{1}{2}$  elevenths of 8 cents, which is 6.18 18 18. When the foreign price falls 6 cents, as it will shortly after we stop importing, the Western woolgrower will not have much better prices than he is getting to-day, and he will then think he has been cheated by the East. This is not the way to make a schedule that will stand the test of time. Besides, when the Western man talks 8 cents on unwashed wool, judging by Senator Brown, of Utah, they expect double duty on skirted wool, which would be 16 cents on skirted, or 16 cents less 5 per cent, equal to  $15\frac{1}{2}$  cents on unskirted. Thus, you see, when you come to understand him, he does not really mean only 8 cents at the custom-house, but he means 8 cents increase from the free-trade price. Now, if you will examine the table pasted on the top part of this letter, you will find that the McKinley duty of 11 cents only increased the price for the Rocky Mountain woolgrower on full-blood merino wool, same as Ohio XX,  $8\frac{1}{2}$  cents above the free-trade price. It took a duty of 11 cents to raise the price  $8\frac{1}{2}$  cents.

A letter just received from the president of one of the Rocky Mountain woolgrowing associations states that Senators Jones, of Nevada; Carter, of Montana; Teller, of Colorado, and Cannon, of Utah, have said that they will vote for a tariff bill that is fair and just to Rocky Mountain woolgrowers, and will not permit any law to pass that is not fair to Western interests. He says that he hopes that "Eastern men will be able to see that any selfish advantage will not be permanent, but will come back to trouble them, and inevitably lead to the other extreme."

You can not make fish of some woolgrowers and flesh of other woolgrowers. Equal and exact justice must be done to all, and such a plan as you inquire about would be an unjust discrimination against the class who now have over 70 per cent of our flocks,\* and who have the greatest interest in protection. Their flocks have not gone to the butcher in the Territories, because the bankers there have seized them for credit and are carrying them for self-protection until the restoration of wool duties will enable the original flock owners to redeem cash advances or loans on their flocks. If conditions had been the same as they were east of the Mississippi the flocks in the West would have disappeared as they have done in the East. Nothing in the world but the concentrated capital in the hands of banks, which would have been wiped out if the sheep had been sold, has forced this capitalist class to carry the herdsman.

Yours truly,

THEODORE JUSTICE.

Hon. CHAS. H. GROSVENOR,  
*House of Representatives, Washington, D. C.*

The following table is appended to the letter of Theodore Justice:

*McKinley law v. Wilson law, after each law had been in operation two years.*

|                                                                            | Price in August, 1892,<br>second year of Mc-<br>Kinley law. | Price in August, 1896,<br>second year of Wilson-<br>Gorman law. | Amount of protection<br>per pound on each<br>grade under McKin-<br>ley law. | Duty under McKinley<br>law. |
|----------------------------------------------------------------------------|-------------------------------------------------------------|-----------------------------------------------------------------|-----------------------------------------------------------------------------|-----------------------------|
|                                                                            | Cents.                                                      | Cents.                                                          | Cents.                                                                      | Cents.                      |
| Ohio XX washed.....                                                        | 29                                                          | 17                                                              | 12                                                                          | 22                          |
| Ohio medium washed.....                                                    | 33                                                          | 19                                                              | 14                                                                          | 22                          |
| Ohio coarse washed ( $\frac{1}{4}$ -blood).....                            | $32\frac{1}{2}$                                             | $18\frac{1}{2}$                                                 | 14                                                                          | 12                          |
| Ohio fine unwashed.....                                                    | $21\frac{1}{2}$                                             | $11\frac{1}{4}$                                                 | $9\frac{3}{4}$                                                              | 11                          |
| Indiana and Missouri fine unwashed.....                                    | $19\frac{1}{4}$                                             | 10                                                              | $9\frac{1}{4}$                                                              | 11                          |
| Indiana and Missouri medium unwashed ( $\frac{1}{2}$ -blood)....           | $25\frac{1}{4}$                                             | 14                                                              | $11\frac{1}{4}$                                                             | 11                          |
| Indiana and Missouri coarse unwashed ( $\frac{1}{4}$ -blood).....          | $24\frac{3}{4}$                                             | $14\frac{1}{2}$                                                 | $10\frac{1}{4}$                                                             | 11                          |
| Texas, Utah, Oregon, and Montana fine, shrinkage<br>under 70 per cent..... | 17                                                          | $8\frac{1}{2}$                                                  | $8\frac{1}{2}$                                                              | 11                          |

\* Our Ohio farmers must go to the Rockies to get their breeding ewes when they again go into the business.



## RESOLUTIONS OF THE NATIONAL WOOLGROWERS' ASSOCIATION.

WASHINGTON, D. C., *February 8, 1897.*

*Resolved*, By the National Wool Growers' Association, that the Committee on Ways and Means be requested to incorporate in the tariff hearings the argument this day made to this association by William Lawrence, president of the association, in favor of the woolgrowers' tariff bill.

W. G. MARKHAM, *Secretary.*

The following was adopted by the National Wool Growers' Association February 10, 1897, on motion by Hon. Calvin Cowgill, of Wabash, Ind.:

*Resolved*, That this association asks, as the lowest duty under which the wool industry can possibly be made fairly remunerative, the following duties on wools, known as class 1 and class 2 in the act of 1890, a duty of 12 cents per pound on unwashed, double duty on washed, and triple duty on scoured, and 8 cents per pound on [unwashed] wools of the third class in said act, with a duty of 3 cents per pound additional on all skirted wools.

This was adopted by a vote unanimous except only one dissenting—C. M. Hogg, of Ohio.

It is proper to say the duties asked for in this resolution are not all the woolgrowers desire and believe just and necessary. But after an effort to secure the cooperation of the National Association of Wool Manufacturers in favor of duties substantially as found in the woolgrowers' bill which failed, and for the purpose of giving duties so moderate as to secure the support of the wool manufacturers, if possible, the foregoing resolution was adopted as giving the lowest duties to which the National Wool Growers' Association can give assent.

## DISCUSSION DURING THE CONFERENCE BETWEEN THE COMMITTEE OF THE NATIONAL ASSOCIATION OF WOOL MANUFACTURERS AND THE COMMITTEE OF THE NATIONAL WOOLGROWERS' ASSOCIATION, FEBRUARY 9, 10, AND 11, 1897.

During the conference Hon. T. B. Catron, Delegate in Congress from New Mexico, said:

The tariff on third-class wool under the McKinley bill was unjust to the woolgrowers for the reason that it gave an opportunity for fraud and improper use of wool alleged to be imported for carpets, and said that under the McKinley bill the amount of imports of third-class wool was greater than under the preceding law by many millions, and that as soon as the tariff under the McKinly bill was abolished the amount of imports of third-class wool fell off largely.

Mr. Perkins, a wool manufacturer, explained that the large increase under the McKinly bill of third-class wool imports was caused by the fact that a large amount of skirted wool was imported under that act which caused a fall in prices, and they had to import extra amounts of third-class wool to protect themselves against cheap skirted wool. He was asked if any skirted wools went into carpets, and said no.

Mr. Catron said:

It is submitted that this statement of Mr. Perkins furnishes no argument why the carpet manufacturers should import 50,000,000 pounds of wool a year more than their needs; that it must have gone into other industries and thereby excluded American wools pro tanto. Besides, it is insisted that if Mr. Perkins candidly represented the facts, there can be no stronger argument why extra duty should be placed on "skirted" wools. He positively declared that the large importation of skirted wools of light shrinkage greatly reduced the price of wools, and they were compelled to import largely of third-class to protect themselves against cheap skirted wools, although none of the skirted wools went into carpets. He admitted the excess of importations went into other industries, and that if they were not imported the same would



be supplied by American wools. Certainly protection of an adequate kind should be granted against all kinds of deception and subterfuge. If the introduction of skirted wools cheapened all wools and induced the importations of extra amounts of third-class wools, a duty which would stop that evil ought to be imposed—and no cheap wool introduced to kill one class of industry should be allowed to be diverted to other uses.

Hon. J. D. Taylor, of Ohio, said on another occasion at the meeting of the National Woolgrowers' Association:

I have no wool or sheep though I have several farms. The time has gone by for raising sheep with profit in Ohio if the prices now proposed are to prevail. I fear that the Republican party is about to make one of the greatest mistakes in its history. The promise of the St. Louis convention and the pledges of the men who made campaign speeches in Ohio saved the State from free silver and Bryanism. If the woolgrowers and farmers are to be abandoned and their chief industry denied a fair degree of protection the result will be as disastrous to the party as the reduction of the duty on wool in 1883 and the failure of the McKinley law to protect the wool industry in 1890.

The Western woolgrower may grow wool with profit at a low tariff, but the calamity which has befallen the corn crop, the wheat crop, and the cattle industry in the West will get no relief from the duty he proposes. For twenty years the farmers and woolgrowers in Ohio bought their wheat, their corn, and their cattle from the West, but now their hillsides are ploughed and planted and they have ceased to make these purchases from the West.

Wages and taxes and all kinds of fixed charges are higher than they were before the war and wool is lower, and unless unwashed merino wool can bring 25 or 30 cents a pound it can not be produced with profit in Ohio, and the industry will languish in the future as it has in the past, and the consequences will be upon the party soon to be in power.

The percentage has nothing to do with the question. I was in Congress when the great tariff debates of 1883, the Morrison bill, the Mills bill, and the McKinley bill, took place, and it was again and again shown by the Democrats that we were proposing a duty of from 100 to 500 per cent ad valorem, and the answer from the Republican side was that this much duty was necessary to protect the industry in the United States, and if protection is to be considered, we have proposed the minimum rates which will give prosperity to our industry.

## JAPANESE COMPETITION.

### JAPAN A PROFITABLE CUSTOMER RATHER THAN A DANGEROUS BUSINESS COMPETITOR.

(By Mr. Durham W. Stevens, counsel to the Japanese legation.)

The danger to be apprehended by American manufacturers and merchants from Japanese competition has been made the subject of representations to the Ways and Means Committee, which in the interests both of Japan and of the United States should not be allowed to pass unchallenged. These representations may have been made in good faith, but they nevertheless convey a false and exaggerated idea of the industrial situation in Japan. The evil to be feared from them is that they may cause action to be taken which will disturb commercial relations between the United States and Japan and injuriously affect trade that from small beginnings has grown to important proportions. While, of course, such action is not probable, there can be no harm in briefly reviewing some of the statements which have been made before the committee and in showing that the fear of Japan as a competitor in the American market is really groundless.

One gentleman who appeared before the committee stated that Japan is either now or will soon become a formidable competitor with the United States in the manufacture and export to this country of a number of articles which he specified. The value to be attached to his



statement may perhaps best be shown by reviewing his list seriatim, and noting at the same time the facts shown by official records concerning the export to the United States, and the manufacture in Japan, of the articles in question. The list is as follows:

**BRUSHES.**—The value of the export of this article to the United States for the fiscal year ended June 30, 1896 (the period hereafter referred to in this statement), was \$59,369. Most of the brushes were toothbrushes. All were of the cheapest kind, made by hand, and not competing in any way with the finer domestic or foreign article.

**CLOCKS, AND PARTS OF.**—Value of export, \$10.

**WATCHES, AND PARTS OF.**—Value of export, \$40.

Clocks and watches are not manufactured in Japan. The only watch manufactory ever established has proved a failure. The Japanese market is supplied almost exclusively by the Swiss and American machine-made watch. A good reliable silver watch can be bought for from \$5 to \$12. There are many even cheaper foreign watches on the market, and the consensus of expert opinion is that the Japanese manufacturer can not successfully compete in the manufacture of these or of the finer qualities.

**CHEMICALS, DRUGS, ETC.**—The only export of especial consequence from Japan to the United States under this category is camphor. This comes both in the crude and in the refined state. During the fiscal year under review the import of Japanese refined camphor was very small. The total amount is not given separately in the tables for the year, but was probably included under the head of dutiable chemicals and drugs, valued at a total of \$77,566. The value of crude camphor imported from Japan was \$87,975; the total import from all sources was \$945,629. Inasmuch as the great bulk of this camphor doubtless comes, as was stated to the committee, from Japan and Formosa, it is evident that the import of refined camphor is comparatively trifling. The reason for this is, as has been repeatedly stated in Japan, that it pays the Japanese producer better to send the crude article to Europe and America than to export it in the refined form. The latter does not meet with as ready sale as the American article, and whatever may be said about the cheapness of labor in Japan, camphor refining in that country has not shown in recent years any such growth and progress as would justify the imposition of increased tariff rates.

**COTTON, MANUFACTURES OF.**—The total importation of Japanese cottons to the United States amounted to \$92,746. The principal item was chijimi, a species of crinkled cotton cloth made by old-fashioned methods and used for summer dress material, and not manufactured in this country. There were no calicoes, no threads or yarns, and no other kinds of cotton goods which could by any possibility be said to compete with the American product. This is an important fact, not only in view of what has been said before the committee but also because the cotton manufactures of Japan are the branch of industry in which the greatest industrial progress ever witnessed in the Empire has been accomplished. In fact, it is the marvelous growth of this industry which has drawn so much attention to the position of Japan as a competitor in the world's markets, and which has led to the wild stories about the dangers to be apprehended from such competition. The conditions under which this industry flourishes in Japan will be alluded to later on. It is sufficient to note in this place that notwithstanding its great development it does not seem to seriously threaten American manufactures—that is, if we can judge from practical results.



**BICYCLES.**—The only bicycles manufactured in Japan are inferior in every way, and not a single one, so far as the records show, was ever exported to the United States. On the contrary, large numbers of American and European wheels are annually imported into Japan.

**SILK, MANUFACTURES OF.**—The total value of the import of these manufactures amounted in round numbers to \$2,750,000. The two principal items were habutaye and handkerchiefs. The habutaye exported from Japan to this country is a variety of dress goods the manufacture of which may be said to be peculiar to Japan. It does not come into competition with any American product, at least with any of the staple varieties of silk manufactured in this country. The same may be said of silk handkerchiefs, the manufacture of which, at least of the cheaper kinds, is distinctly Japanese. Both of these articles are already subjected to a high rate of duty on importation into the United States.

**CARPETS, WOOL.**—The total import from Japan was valued at \$4,400. Japan imports all the wool used in manufactures, and although woollen mills were started twenty years ago the output has never been large.

Other kinds of rugs and druggets manufactured in Japan are of hemp and cotton. The import of these into the United States has never been large, and can not be said to compete with the domestic article in which wool is the principal constituent.

**SOAP, ALL KINDS.**—The amount imported was valued at \$5.

**MATCHES.**—The manufacture of matches is one of the oldest and most firmly established industries in Japan. Large quantities are exported to Asiatic countries and some to Europe. The total export to the United States was \$2,581. This would seem to indicate that there is not much danger to American industry from this source.

**MATTINGS.**—The value of the import was \$1,989,340. Since this is not an American manufacture it is difficult to discover where the danger of Japanese competition is to be found.

**LEATHER, AND MANUFACTURES OF.**—The total value of the import was less than \$2,000. All leather used in manufactures has to be imported into Japan—the great bulk from the United States. There are no large manufactories in Japan, and labor is performed almost exclusively by hand. The output is not equal to the domestic demand, and the product in Japan is no cheaper than the domestic product in the United States. This applies especially to shoes, trunks, handbags, and other articles made of leather, none of which has ever figured as a considerable article of export, although all of them have been manufactured for many years past.

**CUTLERY AND SURGICAL INSTRUMENTS.**—The manufacture of these articles is extremely limited in Japan, and there is practically no export to foreign countries.

**STEEL VESSELS.**—There is no export of vessels from Japan. The Government has built a few small vessels, but both public and private vessels are, as a rule, purchased abroad. The Japanese Government has recently placed large orders for men-of-war in foreign countries, among the rest orders for two cruisers in this country.

**BRONZE.**—The exports of bronze from Japan are, as a rule, art products, and can not be said to figure in commercial competition with any American product.

**GLASS BEADS.**—A glass manufactory was established in Japan fifteen years ago, but the output has never been large; nor have beads ever been an important article of manufacture or of export.



The above comprises the principal articles enumerated to the committee as products of domestic industry endangered by Japanese competition. The statement of the amount of their import into the United States in the past is proof of the fact that the danger had not then at least reached an acute stage; and it needs only some knowledge of the conditions prevailing in Japan to demonstrate that the danger will not be any more formidable in the future than it has been in the past.

It is argued that Japan must be specially guarded against as a competitor in the industrial field on account of the abundance of cheap labor and other advantages which she possesses. This argument is based upon a total misapprehension of the condition of affairs in that country. It is true that Japan has made great strides within the past two decades in manufactures, agriculture, and commerce, but this progress has not entailed any consequences inimical to the interests of the countries with which her relations are closest, among which the United States ranks very high. On the contrary, her prosperity has benefited those countries, because the needs of the people have kept pace with their increased wealth. This is, perhaps, best shown by the growth of Japan's commerce within the past twenty-eight years. In 1867 the total exports were valued at 15,553,472 yen; imports, 10,693,071 yen. In 1895 the exports amounted to 133,516,985 yen; the imports to 129,260,578 yen. Throughout the twenty-eight years comparative equality has been maintained between exports and imports, the excess, on the whole, having been in favor of the latter. And during the whole period, also, the bulk of the exports has been composed of the natural products of the country, principally raw silk, tea, rice, and tobacco. Manufactured goods, except manufactures indigenous to the country, have occupied a place of minor importance. That is especially true of the trade with the United States, three-fourths of the exports to which are raw silk and tea.

There is nothing in the present industrial condition of Japan to indicate that the same state of things will not continue. The adaptability her people have shown for acquiring proficiency in new manufactures contains no menace to the labor or to the industries of foreign countries. Their most healthy progress has been, and will doubtless continue to be, upon old lines within the limits of natural and inherited capacity.

The advance made by the Japanese cotton-spinning and weaving industries within the past few years affords a good illustration of the truth of these statements. The Japanese use large quantities of cotton, and cotton threads; yarns and goods have always been among the most important imports. The country would therefore seem to be an excellent field for the establishment of the cotton industry. And such it has proved to be, but none of the evil consequences predicted by some foreign alarmists have followed. The British cotton import to Japan is as valuable as ever, differing in quality but not in quantity. The Japanese mills produce the coarser varieties of threads and cloths, but the import of the finer qualities is greater than ever before. The explanation is very simple. With the increase of manufactures has come increase of wealth, and with that increased demand on the part of the people. The mills of Japan can not supply this demand, and great as the progress of the industry has been, it still falls far short of domestic requirements. At the same time difficulties regarding labor have arisen. There is to-day a dearth of skilled labor and wages have nearly doubled within the past five years. The scale of wages is still low as compared with the standard in the United States, but so also is its effectiveness.



This question of the low wages earned by skilled labor in Japan is one upon which great stress is laid by those who allege that Japanese competition is to be dreaded. If the labor of Japan were as effective as that of the United States, and if with abundance of cheap skilled labor Japan possessed other industrial advantages equal to those of the United States, a legitimate comparison might be made. But neither of these hypotheses is correct.

In the first place Japan does not possess abundance of skilled labor in the sense in which that expression is used in this country. It is true that the Japanese artisan is intelligent and skillful, but he is not accustomed to modern machinery. The best work of Japan is hand work; the Japanese products most admired and most readily sold in foreign countries are made by hand, or by machinery of a primitive description. Whenever such things can be made abroad by modern methods the result generally is that the Japanese article is driven out of the foreign market. This has proved true of things in the production of which the Japanese excel, such as lacquer, bronzes, and porcelain. Cheap imitations of these have been manufactured and sold in foreign countries greatly to the detriment of the genuine products.

That the supply even of such skilled labor as Japan possesses is limited is shown by the recent experience of the cotton spinners and weavers. As late as last December it was stated that scarcity of labor was causing much anxiety in those industries. Wages had risen more than 100 per cent, but it was still very difficult to obtain sufficient labor. On this account many looms and spindles are now idle. This, it must be remembered, is the case as regards an industry wherein labor only ordinarily skillful is required. Supposing that other manufacturing industries are introduced in Japan, it logically follows that many years must elapse before the Japanese can even supply the home demand. The change from hand to machine labor, from the shop to the factory system, and the difficulties created by organized labor, which are already felt in Japan, involve problems which must be successfully settled before the country can become an important competitor in foreign markets. Wages must necessarily increase in the future as they have increased in the past. It was stated to the committee that no skilled mechanic in Japan received more than 25 cents per day. A report recently made to the State Department by the United States consul at Hiogo and Osaka shows that more than twice those wages are paid in a number of trades. It is also stated in the last annual report of the Yokohama Chamber of Commerce (a body composed of foreign merchants) that within the past few years the cost of living in Japan had increased from 25 to 30 per cent, and that during 1895-96 wages almost doubled.

The necessity of importing raw materials for staple products presents another difficulty to the Japanese manufacturer. All the raw cotton used is brought from the United States, India, and China. Large bodies of iron ore have not been discovered as yet in Japan. If iron and steel are ever manufactured on a large scale, the raw material will probably have to be imported. Wool also must be imported, as none is produced in Japan.

Experience in estimating the real requirements of Western markets is another quality which the Japanese manufacturer must acquire before he can hope to successfully compete in those markets. On this point a distinguished foreign expert recently spoke as follows:

It has been proved that even in the case of an essentially Japanese specialty the shrewd, experienced European can more than hold his own. I allude to lacquer. The Japanese stand easily at the head of all nations in the quality of their lacquer.



There, if anywhere, they should be able to defy rivalry. Yet, what are the facts? Japanese lacquer experts, in their attempts to capture the New York market, have had their thunder stolen by Germans, who gauge the taste of Americans with much greater accuracy, and produce lacquers better appreciated and cheaper than those of the Japanese themselves. Not fine lacquer, indeed, nor anything like as fine, but better suited to the immediate purpose of its manufacturers. Another case in point is the work of the silversmith. As chisellers of metals the Japanese have no peers. Their skill in that line ought to open a wide and profitable field in Europe and America. But it does not. With the exception of a few fancy articles, objects of art rather than of utility, they sell nothing abroad. They have not yet found the range of occidental taste, and, judging from past experience, it seems likely that they will continue to waste their strength for a long time upon unfruitful essays. It would seem, in short, that intercourse and interchange of ideas between the East and West must become much closer and less superficial before Japanese manufacturers can adapt themselves to the requirements of the Occident sufficiently to become formidable competitors. Seeing that they can not yet supply their own wants, surely it is premature to expect that they are on the eve of supplying everybody else's. That they may look forward to a great manufacturing future I do not doubt, but it is still many years distant, speaking, at least, from the standard of Western greatness.

This judgment applies with especial force to some of the testimony regarding Japan which has been given to the Ways and Means Committee. Because in isolated cases Japanese skill and ingenuity have produced passable imitations of American manufactures, it does not by any means follow that the latter are threatened with serious, much less dangerous, competition. Great American manufacturing concerns, the ripe products of experience, skill, and liberal expenditure, have nothing to fear from a comparatively small body of Japanese artisans, trained in antiquated methods and working under a system which must be totally changed before the results of their labors can become even an appreciable competitive factor. Japan must pass through the same educational process as every other manufacturing country before she becomes a formidable rival to the United States. To allege that she is such a rival now, or likely to become so in the immediate future, is in direct contradiction to the facts. It serves no good purpose, therefore, to claim that she must be specially guarded against, for such a claim, if practically applied, would be injurious to the interests of the United States as well as to those of Japan.

NOTE FROM BRADSTREET'S: At a meeting of the National Association of Manufacturers held at Philadelphia during the week ended January 30, 1897, it was stated that the matter of possible Japanese competition with the United States was made the subject of special inquiry by a commissioner of the association (Mr. Robert P. Porter). The commissioner's conclusions appear to be that the relation Japan bears to the United States is that of a profitable customer, rather than of a dangerous competitor.

## MINERAL SUBSTANCES.

### STATISTICS OF PRODUCTION AND IMPORTS OF THE MORE IMPORTANT MINERAL SUBSTANCES DURING 1893, 1894, AND 1895. (CALENDAR YEARS WHEN NOT OTHERWISE STATED.)

(Prepared by Charles D. Walcott, of United States Geological Survey.)

The accompanying statement presents in detail the statistics of production and imports of the important mineral substances during 1893, 1894, and 1895, with a statement of the schedules governing imported material under the tariff acts of 1890 and 1894.

It shows, in the first place, that, compared with domestic production, the imports of iron ores are always insignificant, still the effect of the tariff law is shown in a decrease in imports during 1894 to 167,307 long



tons from 526,951 in 1893, and an increase in 1895 to 524,153 long tons. The same comparative statement may be made of pig iron—that the imports in 1893 amounted to 54,394 long tons, declining to 15,582 long tons in 1894, and increasing again to 53,232 long tons in 1895.

The imports of steel ingots decreased from 32,780 long tons in 1893 to 9,494 long tons in 1894, and increased to 26,255 long tons in 1895. The imports of steel rails are too unimportant to discuss.

Iron and steel bands used for cotton ties were imported to the amount of 454 tons in 1893, and were only 5 tons in 1894, but amounted in 1895, when these materials were put on the free list, to 3,485 long tons. The total value of iron and steel manufactures, exclusive of tin plate, declined about \$4,500,000, or 35 per cent, in 1894 from 1893, and increased about \$5,500,000 in 1895 from 1894.

The value of copper imports under the McKinley law were, in 1893 and 1894, respectively, \$89,149 and \$66,699. In 1895 they had increased to \$851,828.

The imports of lead in 1893 had a value of \$1,136,701, and in 1894 of \$1,336,082. In 1895 it was more than double that in either of the years just mentioned, amounting to \$2,745,738. In 1893 the imports of pig lead amounted to 1,980 short tons, valued at \$119,891. In the first half of 1894, under the McKinley law, imports of pig lead were 1,040 short tons, worth \$41,617. During the last half of 1894, under Wilson tariff, the imports were 18,544 tons, valued at \$372,486, while in 1895 there were 52,276 short tons, valued at \$1,045,510.

An interesting exhibition is shown in regard to the exports of zinc, which in 1892 amounted to over \$875,000, and in 1893 to nearly \$640,000. In 1894 they were less than \$250,000, and in 1895 barely exceeded \$200,000. The imports of zinc oxide (dry) amounted in 1893 to 3,900,749 pounds, and in 1894 to 3,371,292 pounds. In 1895 they increased to 4,546,049 pounds.

The imports of antimony amounted, in 1893 and 1894, to about 3,000,000 pounds each year, under an import duty of three-fourths of 1 cent per pound, and in 1895, on the free list, to 4,168,511 pounds.

The imports of building stone under the Wilson bill in 1895 were about the same as in 1894. The imports of soapstone were five times as much in 1895 as in 1894 and two and one-half times as much as they were in 1893.

Earthenware, under the McKinley tariff, shows the value of the imports to have been \$8,375,896 in 1893 and \$7,180,343 in 1894. The increase in 1895, under the Wilson tariff, was over \$3,000,000, amounting to \$10,390,593. Portland cement imports increased about 15 per cent in 1895.

By the removal of 8 cents per 100 pounds on imported salt, salt of domestic production was practically debarred from Atlantic Coast points. The average price obtained by producers per barrel in 1895 was less than 35 cents per barrel of 280 pounds. The amount of import duty under the McKinley tariff on this amount of salt would have been 21.6 cents, which enabled producers in the western part of New York to compete with imported salt at the seaboard, which is impossible with salt on the free list. It is noticeable that the value of salt imports did not very largely increase in 1895, but the domestic production during 1895 was about 700,000 barrels in excess of that in 1894, with a decrease in value of something over \$300,000.

The imports of white lead increased from 666,490 pounds in 1893 to 796,480 pounds in 1894, and to 1,897,892 pounds in 1895. The imports of red lead were about double in 1895 what they were in the two previous years.



## BORAX, OR BORATE OF SODA.

According to the McKinley tariff the duty on crude borax, or borate of soda, or borate of lime, was 3 cents per pound; refined borax, 5 cents per pound; bicarbonate of soda, 1 cent per pound. From 1891 to 1894 the domestic production of borax was as follows:

|            | Pounds.    |
|------------|------------|
| 1891 ..... | 13,380,000 |
| 1892 ..... | 12,538,196 |
| 1893 ..... | 8,669,000  |
| 1894 ..... | 11,540,099 |

In each of these years the average value at San Francisco was about  $7\frac{1}{2}$  cents per pound. In 1895 the rate of duty under the Wilson tariff was: Borax, 2 cents per pound; borate of lime,  $1\frac{1}{2}$  cents per pound; refined borax, 2 cents per pound; bicarbonate of soda, one-half of 1 cent per pound. The production of borax in 1895 was 11,918,000 pounds, the price declining from  $7\frac{1}{2}$  cents in 1894 (and previous years) to 5 cents, a loss of  $33\frac{1}{3}$  per cent.

The imports of borax were as follows, during fiscal years:

| Year.     | Crude.  |          | Refined. |         |
|-----------|---------|----------|----------|---------|
|           | Pounds. | Value.   | Pounds.  | Value.  |
| 1893..... | 543,067 | \$13,659 | 11,230   | \$1,327 |
| 1894..... | 441,066 | 11,427   | 1,812    | 225     |
| 1895..... | 437,408 | 18,349   | 612,720  | 26,429  |

The domestic production of natural carbonate of soda was: In 1893, 3,100 tons, one-fifth soda ash and crystal carbonate; 1894, 1,530 tons; 1895, 1,900 tons.

*Imports of bicarbonate of soda.*

| Year.      | Duty per pound. | Pounds.   | Value.   |
|------------|-----------------|-----------|----------|
|            | <i>Cent.</i>    |           |          |
| 1893 ..... | 1               | 1,193,380 | \$19,736 |
| 1894 ..... | 1               | 984,176   | 17,664   |
| 1895 ..... | $\frac{1}{2}$   | 7,822,767 | 109,887  |

*Imports of sal soda or soda crystals.*

| Year.      | Duty per pound. | Pounds.    | Value.    |
|------------|-----------------|------------|-----------|
|            | <i>Cent.</i>    |            |           |
| 1893 ..... | $\frac{1}{4}$   | 27,777,488 | \$238,923 |
| 1894 ..... | $\frac{1}{4}$   | 17,743,813 | 126,756   |
| 1895 ..... | $\frac{1}{8}$   | 29,088,079 | 165,699   |

## IRON ORES.

[McKinley tariff, import duty 75 cents per ton.]

| Year.      | Production. |              | Average price per ton. | Imports.   |             |
|------------|-------------|--------------|------------------------|------------|-------------|
|            | Long tons.  | Value.       |                        | Long tons. | Value.      |
| 1892 ..... | 16,296,666  | \$33,204,896 | \$2.04                 | 806,585    | \$1,795,644 |
| 1893 ..... | 11,587,629  | 19,265,973   | 1.66                   | 526,951    | 906,687     |
| 1894 ..... | 11,879,679  | 13,577,325   | 1.14                   | 167,307    | 267,241     |

[Wilson tariff (in effect August 1, 1894), duty 40 cents per ton.]

|            |            |              |        |         |           |
|------------|------------|--------------|--------|---------|-----------|
| 1895 ..... | 15,957,614 | \$18,219,684 | \$1.14 | 524,153 | \$786,207 |
|------------|------------|--------------|--------|---------|-----------|



## PIG IRON.

[McKinley tariff.]

Iron in pigs, iron kentledge, spiegeleisen, ferro-manganese, ferro-silicon, wrought and cast scrap iron, and scrap steel, three-tenths of one cent per pound; but nothing shall be deemed scrap iron or scrap steel except waste or refuse iron or steel fit only to be remanufactured.

| Year.     | Production. |                 | Imports.   |            |
|-----------|-------------|-----------------|------------|------------|
|           | Long tons.  | Value.          | Long tons. | Value.     |
| 1891..... | 8, 279, 870 | \$128, 337, 985 | 67, 179    | .....      |
| 1892..... | 9, 157, 000 | 131, 161, 039   | 70, 125    | .....      |
| 1893..... | 7, 124, 502 | 84, 810, 426    | 54, 394    | .....      |
| 1894..... | 6, 657, 388 | 65, 007, 247    | 15, 582    | \$407, 638 |

[Wilson tariff.]

Iron in pigs, iron kentledge, spiegeleisen, ferromanganese, ferrosilicon, wrought and cast scrap iron, and scrap steel, four dollars per ton; but nothing shall be deemed scrap iron or scrap steel except waste or refuse iron or steel fit only to be remanufactured.

| Year.     | Production. |                 | Imports.   |               |
|-----------|-------------|-----------------|------------|---------------|
|           | Long tons.  | Value.          | Long tons. | Value.        |
| 1895..... | 9, 446, 308 | \$105, 198, 550 | 53, 232    | \$1, 337, 978 |

## STEEL INGOTS.

[McKinley tariff.]

Steelingots, cogged ingots, blooms, and slabs, by whatever process made; die blocks or blanks; billets and bars and tapered or beveled bars; steamer, crank, and other shafts; shafting; wrist or crank pins; connecting rods and piston rods; pressed, sheared, or hammer molds or swaged steel; gun-barrel molds not in bars, alloys used as substitutes for steel tools; all descriptions and shapes of dry sand, loam, or iron-molded steel castings; sheets and plates not specially provided for in this act; and steel in all forms and shapes not especially provided for in this act; all of the above valued at one cent per pound or less, four-tenths of one cent per pound; valued above one cent and not above one and four-tenths cents per pound, five-tenths of one cent per pound; valued above one and four-tenths cents and not above one and eight-tenths cents per pound, eighth-tenths of one cent per pound; valued above one and eight tenths cents and not above two and two-tenths cents per pound, nine-tenths of one cent per pound; valued above two and two-tenths cents and not above three cents per pound, one and two-tenths cents per pound; valued above three cents and not above four cents per pound, one and sixth-tenths cents per pound; valued above four cents and not above seven cents per pound, two cents per pound; valued above seven cents and not above ten cents per pound, two and eight-tenths cents per pound; valued above ten cents and not above thirteen cents per pound, three and one-half cents per pound; valued above thirteen cents and not above sixteen cents per pound, four and two-tenths cents per pound; valued above sixteen cents per pound, seven cents per pound.

| Year.          | Production<br>(long tons). | Imports.   |               |
|----------------|----------------------------|------------|---------------|
|                |                            | Long tons. | Value.        |
| Fiscal year:   |                            |            |               |
| 1891 .....     | 3, 904, 240                | 33, 917    | \$1, 672, 168 |
| 1892 .....     | 4, 927, 581                | 36, 788    | 1, 662, 028   |
| 1893 .....     | 4, 019, 995                | 32, 780    | 1, 604, 018   |
| Calendar year: |                            |            |               |
| 1894 .....     | 4, 412, 032                | 9, 494     | 809, 184      |



[Wilson tariff.]

Steel ingots, cogged ingots, blooms, and slabs, by whatever process made; die blocks or blanks; billets and bars and tapered or beveled bars; steamer, crank, and other shafts; shafting; wrist or crank pins; connecting rods and piston rods; pressed, sheared, or stamped shapes; saw plates, wholly or partially manufactured; hammer molds or swaged steel; gun-barrel molds not in bars; alloys used as substitutes for steel in the manufacture of tools; all descriptions and shapes of dry sand, loam, or iron-molded steel castings; sheets and plates not specifically provided for in this act; and steel in all forms and shapes not especially provided for in this act, all of the above valued at one cent per pound or less, three-tenths of one cent per pound; valued above one cent and not above one and four-tenths cents per pound, four-tenths of one cent per pound; valued above one and four-tenths cents and not above one and eight-tenths cents per pound, six tenths of one cent per pound; valued above one and eight-tenths cents and not above two and two-tenths cents per pound, seven-tenths of one cent per pound; valued above two and two-tenths cents and not above three cents per pound, nine-tenths of one cent per pound; valued above three cents per pound and not above four cents per pound, one and two-tenths cents per pound; valued above four cents and not above seven cents per pound, one and three-tenths cents per pound; valued above seven cents and not above ten cents per pound, one and nine-tenths cents per pound; valued above ten cents and not above thirteen cents per pound, two and four-tenths cents per pound; valued above thirteen cents and not above sixteen cents per pound, two and eight-tenths cents per pound; valued above sixteen cents per pound, four and seven-tenths cents per pound.

| Calendar year. | Production<br>(long tons.) | Imports.   |               |
|----------------|----------------------------|------------|---------------|
|                |                            | Long tons. | Value.        |
| 1895 .....     | 6, 114, 824                | 26, 255    | \$1, 610, 889 |

## IRON AND STEEL RAILS.

[McKinley tariff, \$13.44 per ton.]

|                              | Production<br>(long tons.) | Imports.   |           |
|------------------------------|----------------------------|------------|-----------|
|                              |                            | Long tons. | Value.    |
| Fiscal year:<br>1893 .....   | 1, 458, 732                | 1, 545     | \$35, 714 |
| Calendar year:<br>1894 ..... | 1, 021, 792                | 300        | 4, 292    |

[Wilson tariff, \$7.84 per ton.]

|            |             |        |           |
|------------|-------------|--------|-----------|
| 1895 ..... | 1, 306, 135 | 1, 447 | \$27, 076 |
|------------|-------------|--------|-----------|

## COTTON TIES.

[McKinley tariff, two-tenths cent per pound more than iron bands from which made.]

| Year.      | Imports.   |              |
|------------|------------|--------------|
|            | Long tons. | Total value. |
| 1893 ..... | 454        | \$56, 368    |
| 1894 ..... | 5          | 120          |

[Wilson tariff, free of duty.]

|            |        |            |
|------------|--------|------------|
| 1895 ..... | 3, 485 | \$102, 309 |
|------------|--------|------------|



## ALL IRON AND STEEL.

*Imports.*

| Tariff.                   | Year.                   | Total value. |
|---------------------------|-------------------------|--------------|
| McKinley.....             | 1893 (fiscal year) .... | \$30,511,518 |
| McKinley and Wilson ..... | 1894 (calendar year) .. | 20,843,576   |
| Wilson .....              | 1895 (calendar year) .. | 25,772,136   |

NOTE.—The seemingly large value for imports in 1893 was due to the heavy importations of tin plate, which amounted in that year to 273,964 long tons, valued at \$17,252,219. In calendar year 1894 tin-plate imports declined to 215,068 long tons, valued at \$12,053,167, advancing in amount during 1895 to 219,545 long tons, but with a decline in value to \$11,482,380.

Exclusive of tin plates, imports of iron and steel manufactures were as follows:

| McKinley tariff:          | Value.       |
|---------------------------|--------------|
| 1893 .....                | \$13,259,299 |
| 1894 .....                | 8,790,409    |
| Wilson tariff, 1895 ..... | 14,289,756   |

## COPPER.

[McKinley tariff.]

Copper imported in the form of ores, one-half of one cent per pound on each pound of fine copper contained therein.

Old copper, fit only for remanufacture, clippings from new copper, and all composition metal of which copper is a component material of chief value, not specially provided for in this act, one cent per pound.

Regulus of copper and black or coarse copper, and copper cement, one cent per pound on each pound of fine copper contained therein.

Copper in plates, bars, ingots, Chili or other pigs, and in other forms, not manufactured, not specially provided for in this act, one and one-fourth cents per pound.

Copper in rolled plates, called braziers' copper, sheets, rods, pipes, and copper bottoms; also, sheathing or yellow metal of which copper is the component material of chief value, and not composed wholly or in part of iron ungalvanized, thirty-five per centum ad valorem.

| Year.      | Production. |              | Imports, value. |
|------------|-------------|--------------|-----------------|
|            | Pounds.     | Value.       |                 |
| 1893 ..... | 339,785,972 | \$32,054,601 | \$89,140        |
| 1894 ..... | 364,866,808 | 33,141,142   | 66,699          |

[Wilson tariff.]

Copper in rolled plates, called braziers' copper, sheets, rods, pipes, and copper bottoms, also sheathing or yellow metal of which copper is the component material of chief value, and not composed wholly or in part of iron ungalvanized, twenty per centum ad valorem. All other copper free of duty.

| Year.      | Production. |              | Imports, value. |
|------------|-------------|--------------|-----------------|
|            | Pounds.     | Value.       |                 |
| 1895 ..... | 392,639,964 | \$38,682,347 | \$851,828       |

## LEAD.

[McKinley tariff.]

Lead ore and lead dross, one and one-half cents per pound: *Provided*, That silver ore and all other ores containing lead shall pay a duty of one and one half cents per pound on the lead contained therein, according to sample and assay at the port of entry.



Lead in pigs and bars, molten and old refuse lead run into blocks and bars, and old scrap lead, fit only to be remanufactured, two cents per pound.

Lead in sheets, pipes, shot, glaziers' lead, and lead wire, two and one-half cents per pound.

Metallic mineral substances in a crude state, and metals unwrought, not specially provided for in this act, twenty per centum an valorem.

| Year.      | Production. |              | Imports,<br>total value. |
|------------|-------------|--------------|--------------------------|
|            | Short tons. | Value.       |                          |
| 1893 ..... | 163,982     | \$11,839,590 | \$1,136,701              |
| 1894 ..... | 159,331     | 9,942,254    | 1,336,082                |

[Wilson tariff.]

Lead ore and lead dross, three-fourths of one cent per pound: *Provided*, That silver ore and all other ores containing lead shall pay a duty of three-fourths of one cent per pound on the lead contained therein, according to sample and assay at the port of entry, the method of sampling and assaying to be that usually adopted for commercial purposes by public sampling works in the United States.

Lead in pigs and bars, molten and old refuse lead run into blocks and bars, and old scrap lead fit only to be manufactured, one cent per pound: *Provided*, That in case any foreign country shall impose an export duty upon lead ore or lead dross or silver ores containing lead, exported to the United States from such country, then the duty upon such ores and lead in pigs and bars, molten and old refuse lead run into blocks and bars, and old scrap lead fit only to be remanufactured, herein provided for, when imported from such country shall remain the same as fixed by the law in force prior to the passage of this act.

Lead in sheets, pipes, shot, glaziers' lead, and lead wire, one and one-fourth cents per pound.

| Year.      | Production. |              | Imports,<br>total value. |
|------------|-------------|--------------|--------------------------|
|            | Short tons. | Value.       |                          |
| 1895 ..... | 170,000     | \$11,220,000 | \$2,745,738              |

NOTE.—In 1893 imports of pig lead amounted to 1,980 short tons, valued at \$119,891. In the first half of 1894 under McKinley law, imports of pig lead were 1,040 short tons, worth \$41,617. During the last half of 1894 under Wilson tariff the imports were 18,544 tons, valued at \$372,486, while in 1895 there were 52,276 short tons, valued at \$1,045,510.

#### ZINC.

[McKinley tariff.]

Zinc in blocks or pigs, one and three-fourths cents per pound.

Zinc in sheets, two and one-half cents per pound.

Zinc, old and worn out, fit only to be remanufactured, one and one-fourth cents per pound.

Manufactures, articles, or wares, not specially enumerated or provided for in this act, composed wholly or in part of iron, steel, lead, copper, nickel, pewter, zinc, gold, silver, platinum, aluminum, or any other metal, and whether partly or wholly manufactured, forty-five per centum ad valorem.

| Year.      | Production. |             | Imports,<br>value. |
|------------|-------------|-------------|--------------------|
|            | Short tons. | Value.      |                    |
| 1893 ..... | 78,832      | \$6,306,560 | \$41,275           |
| 1894 ..... | 75,328      | 5,288,026   | 28,195             |

[Wilson tariff.]

Zinc in blocks or pigs, one cent per pound.

Zinc in sheets, not polished nor further advanced than rolled, one and one-fourth cents per pound.



Zinc, old and worn out, fit only to be remanufactured, three-fourths of one cent per pound.

Manufactured articles or wares, not specially provided for in this act, composed wholly or in part of any metal, and whether partly or wholly manufactured, thirty-five per centum ad valorem.

| Year.      | Production. |             | Imports,<br>value. |
|------------|-------------|-------------|--------------------|
|            | Short tons. | Value.      |                    |
| 1895 ..... | 89,686      | \$6,278,020 | \$40,407           |

*Exports of zinc.*

| Year.     | Tariff.               | Value.    |
|-----------|-----------------------|-----------|
| 1892..... | McKinley .....        | \$877,529 |
| 1893..... | do .....              | 639,731   |
| 1894..... | McKinley and Wilson.. | 243,485   |
| 1895..... | Wilson .....          | 204,234   |

ZINC OXIDE.

Zinc, oxide of, and white paint containing zinc, but not containing lead; dry, one and one-fourth cents per pound; ground in oil, one and three-fourths cents per pound.

| Year.      | Tariff.               | Imports.                    |                           |
|------------|-----------------------|-----------------------------|---------------------------|
|            |                       | Dry.                        | In oil.                   |
| 1892 ..... | McKinley .....        | <i>Pounds.</i><br>2,442,014 | <i>Pounds.</i><br>111,190 |
| 1893 ..... | do .....              | 3,900,749                   | 254,807                   |
| 1895 ..... | McKinley and Wilson.. | 3,371,292                   | 59,291                    |

[Wilson tariff.]

Zinc, oxide of, and white paint or pigment containing zinc, dry or ground in oil, one cent per pound.

| Year.     | Production.                 | Imports.                  |
|-----------|-----------------------------|---------------------------|
| 1895..... | <i>Pounds.</i><br>4,546,049 | <i>Pounds.</i><br>129,343 |

QUICKSILVER.

[McKinley tariff, 10 cents per pound.]

| Year.      | Production.              |             | Imports. |          |
|------------|--------------------------|-------------|----------|----------|
|            | Flasks of<br>76½ pounds. | Value.      | Pounds.  | Value.   |
| 1893 ..... | 30,164                   | \$1,108,527 | 41,772   | \$17,400 |
| 1894 ..... | 30,416                   | 934,000     | 7        | 6        |

[Wilson tariff, 7 cents per pound.]

|           |        |             |        |         |
|-----------|--------|-------------|--------|---------|
| 1895..... | 36,104 | \$1,337,131 | 15,001 | \$7,008 |
|-----------|--------|-------------|--------|---------|



## MANGANESE.

[On free list, both laws.]

| Year.     | Production. |          | Imports.   |           |
|-----------|-------------|----------|------------|-----------|
|           | Long tons.  | Value.   | Long tons. | Value.    |
| 1893..... | 7,718       | \$66,614 | 67,717     | \$860,832 |
| 1894..... | 6,308       | 53,635   | 44,655     | 432,561   |
| 1895..... | 9,547       | 71,769   | 86,111     | 747,910   |

## ALUMINUM.

[McKinley tariff, 15 cents per pound.]

| Year.     | Production. |         |
|-----------|-------------|---------|
|           | Pounds.     | Value.  |
| 1893..... | 333,629     | \$8,265 |
| 1894..... | 550,000     | 4,110   |

[Wilson tariff, 10 cents per pound.]

|           |         |          |
|-----------|---------|----------|
| 1895..... | 920,000 | \$10,301 |
|-----------|---------|----------|

## ANTIMONY.

[McKinley tariff: Crude or regulus, three-fourths cent per pound; ore free of duty.]

| Year.     | Production. |          | Imports,<br>pounds. |
|-----------|-------------|----------|---------------------|
|           | Short tons. | Value.   |                     |
| 1893..... | 250         | \$45,000 | 2,896,927           |
| 1894..... | 200         | 36,000   | 3,028,955           |

[Wilson tariff, all on free list.]

|           |       |          |           |
|-----------|-------|----------|-----------|
| 1895..... | a 450 | \$68,000 | 4,168,511 |
|-----------|-------|----------|-----------|

a Chiefly from imported crude and ore.

Coal, coke, petroleum, and natural gas are not affected by changes in tariff laws.  
Asphaltum (crude) on free list under both laws.

## BUILDING STONE.

[Imports, fiscal years 1893 and 1894, McKinley tariff.]

Marble of all kinds in block, rough or squared, sixty-five cents per cubic foot.

Veined marble, sawed, dressed, or otherwise, including marble slabs and marble paving tiles, one dollar and ten cents per cubic foot (but in measurement no slab shall be computed at less than one inch in thickness.

Manufactures of marble not specially provided for in this act, fifty per centum ad valorem.

Barrstones manufactured or bound up into millstones, fifteen per centum ad valorem.

Freestone, granite, sandstone, limestone, and other building or monumental stone, except marble, unmanufactured or undressed, not specially provided for in this act, eleven cents per cubic foot.

Freestone, granite, sandstone, limestone, and other building or monumental stone, except marble, not specially provided for in this act, hewn, dressed, or polished, forty per centum ad valorem.

Grindstones, finished or unfinished, one dollar and seventy-five cents per ton.

Slates, slate chimney pieces, mantels, slabs for tables, and all other manufactures of slate not specially provided for in this act, thirty per centum ad valorem.

Roofing slates, twenty-five per centum ad valorem.



*Imports of building stone.*

|            | Value.        |
|------------|---------------|
| 1893 ..... | \$1, 750, 499 |
| 1894 ..... | 1, 221, 230   |

[Wilson tariff.]

Marble of all kinds in block, rough or squared only, fifty cents per cubic foot.

Marble, sawed, dressed or otherwise, including marble slabs, mosaic cubes, and marble paving tiles, eighty-five cents per cubic foot (no slab to be computed at less than one inch in thickness).

Manufactures of marble, onyx, or alabaster, not specially provided for in this act, forty-five per centum ad valorem.

Freestone, granite, sandstone, limestone, and other building or monumental stone, except marble, unmanufactured or undressed, not specially provided for in this act, seven cents per cubic foot.

Freestone, granite, sandstone, limestone, and other building or monumental stone, except marble, not specially provided for in this act, hewn, dressed, or polished, thirty per centum ad valorem.

Grindstones, finished or unfinished, ten per centum ad valorem.

Slate, slate chimney pieces, mantels, slabs for tables, and all other manufactures of slate not specially provided for in this act, twenty per centum ad valorem.

Roofing slates, twenty per centum ad valorem.

*Imports of building stone under Wilson tariff.*

|            | Value.        |
|------------|---------------|
| 1895 ..... | \$1, 255, 001 |

## SOAPSTONE (INCLUDING FIBROUS TALC).

[McKinley tariff.]

| Year.     | Production. |            | Imports.    |           |
|-----------|-------------|------------|-------------|-----------|
|           | Short tons. | Value.     | Short tons. | Value.    |
| 1893..... | 56, 931     | \$658, 503 | 1, 360      | \$12, 825 |
| 1894..... | 63, 050     | 846, 385   | 622         | 6, 815    |

[Wilson tariff.]

|           |         |            |        |           |
|-----------|---------|------------|--------|-----------|
| 1895..... | 60, 735 | \$637, 392 | 3, 165 | \$26, 843 |
|-----------|---------|------------|--------|-----------|

## CLAY AND EARTHENWARE IMPORTS.

[McKinley tariff.]

(Ball clay free of duty under both laws.)

Common brown earthenware, common stoneware, and crucibles, not ornamented or decorated in any manner, twenty-five per centum ad valorem.

China, porcelain, parian, bisque, earthen, stone, and crockery ware, including plaques, ornaments, toys, charms, vases, and statuettes, painted, tinted, stained, enameled, printed, gilded, or otherwise decorated or ornamented in any manner, sixty per centum ad valorem; if plain white, and not ornamented or decorated in any manner, fifty-five per centum ad valorem.

All other china, porcelain, parian, bisque, earthen, stone, and crockery ware, and manufactures of the same, by whatsoever designation or name known in the trade, including lava tips for burners, not specially provided for in this act, if ornamented or decorated in any manner, sixty per centum ad valorem; if not ornamented or decorated, fifty-five per centum ad valorem.

*Imports of clay and earthenware.*

| Year.     | Clay.      |            | Earthen-ware, value. |
|-----------|------------|------------|----------------------|
|           | Long tons. | Value.     |                      |
| 1893..... | 75, 056    | \$606, 658 | \$8, 375, 896        |
| 1894..... | 83, 157    | 653, 949   | 7, 180, 343          |



[Wilson tariff.]

Common yellow and brown earthenware, plain or embossed, common stoneware, and crucibles, not decorated in any manner, twenty per centum ad valorem.

China, porcelain, parian, bisque, earthen, stone, and crockery ware, including plaques, ornaments, toys, charms, vases, and statuettes, white, not changed in condition by superadded ornamentation or decoration, thirty per centum ad valorem.

China, porcelain, parian, bisque, earthen, stone, and crockery ware, including plaques, ornaments, toys, charms, vases, and statuettes, painted, tinted, enameled, printed, gilded, or otherwise decorated in any manner, thirty-five per centum ad valorem.

All articles composed of earthen or mineral substances, including lava tips for burners, not specially provided for in this act, if decorated in any manner, forty per centum ad valorem; if not decorated, thirty per centum ad valorem.

*Imports of clay and earthenware.*

| Year.      | Clay.      |           | Earthen-ware, value. |
|------------|------------|-----------|----------------------|
|            | Long tons. | Value.    |                      |
| 1895 ..... | 102,895    | \$740,484 | \$10,390,593         |

*Domestic production of potters' materials.*

| Year.     | Tons.   | Value.      |
|-----------|---------|-------------|
| 1893..... | 448,062 | \$1,100,401 |
| 1894..... | 415,200 | 1,044,820   |
| 1895..... | 420,200 | 1,041,160   |

## PORTLAND CEMENT.

[McKinley tariff.]

Roman, Portland, and other hydraulic cement, in barrels, sacks, or other packages, eight cents per one hundred pounds, including weight of barrel or package; in bulk, seven cents per one hundred pounds; other cement, twenty per centum ad valorem.

| Year.     | Production.     | Imports.        |
|-----------|-----------------|-----------------|
|           | <i>Barrels.</i> | <i>Barrels.</i> |
| 1893..... | 590,652         | 2,674,149       |
| 1894..... | 798,757         | 2,638,107       |

[Wilson tariff.]

Roman, Portland, and other hydraulic cement, in barrels, sacks, or other packages, eight cents per one hundred pounds, including weight of barrel or package; in bulk, seven cents per one hundred pounds; other cement, ten per centum ad valorem.

| Year.     | Production.     | Imports.        |
|-----------|-----------------|-----------------|
|           | <i>Barrels.</i> | <i>Barrels.</i> |
| 1895..... | 990,324         | 2,997,395       |

## DIAMONDS, ETC., IMPORTED.

[McKinley tariff.]

Jewelry: All articles, not elsewhere specially provided for in this act, composed of precious metals or imitations thereof, whether set with coral, jet, or pearls, or with diamonds, rubies, cameos, or other precious stones, or imitations thereof, or otherwise, and which shall be known commercially as "jewelry," and cameos in frames, fifty per centum ad valorem.



Pearls, ten per centum ad valorem.

Precious stones of all kinds, cut but not set, ten per centum ad valorem; if set, and not specially provided for in this act, twenty-five per centum ad valorem. Imitations of precious stones, composed of paste or glass, not exceeding one inch in dimensions, not set, ten per centum ad valorem.

Diamonds and other precious stones, rough or uncut, including glaziers' and engravers' diamonds, not set, and diamond dust or bort, and jewels to be used in the manufacture of watches, free of duty.

|            | Value.       |
|------------|--------------|
| 1892 ..... | \$14,521,851 |
| 1893 ..... | 10,197,505   |
| 1894 ..... | 7,427,215    |

[Wilson tariff.]

Jewelry: All articles, not specially provided for in this act, commercially known as "jewelry," and cameos in frames, thirty-five per centum ad valorem.

Pearls, including pearls strung but not set, ten per centum ad valorem.

Precious stones of all kinds, cut but not set, twenty-five per centum ad valorem; if set, and not specially provided for in this act, including pearls set, thirty per centum ad valorem; imitations of precious stones, not exceeding an inch in dimensions, not set, ten per centum ad valorem; and on uncut precious stones of all kinds, ten per centum ad valorem.

Diamonds: Miners', glaziers', and engravers' diamonds not set, and diamond dust or bort, and jewels to be used in the manufacture of watches or clocks, free of duty.

|            | Value.      |
|------------|-------------|
| 1895 ..... | \$6,560,053 |

#### CORUNDUM AND EMERY.

[McKinley tariff, ore free of duty.]

Emery grains, and emery manufactured, ground, pulverized, or refined, one cent per pound.

| Year.      | Production. |           | Imports,<br>value. |
|------------|-------------|-----------|--------------------|
|            | Short tons. | Value.    |                    |
| 1893 ..... | 1,713       | \$142,325 | \$127,767          |
| 1894 ..... | 1,495       | 95,936    | 71,973             |

[Wilson tariff, ore free of duty.]

Emery grains, and emery manufactured, ground, pulverized, or refined, eight-tenths of one cent per pound.

| Year.      | Production. |           | Imports,<br>value. |
|------------|-------------|-----------|--------------------|
|            | Short tons. | Value.    |                    |
| 1895 ..... | 2,102       | \$106,256 | \$133,038          |

#### SULPHUR.

Crude, free of duty, both tariffs.

#### GYPSUM.

Rock gypsum, on free list in both tariffs.

[McKinley tariff: Ground, \$1 per ton; calcined, \$1.75 per ton.]

| Year.      | Production. |           | Imports,<br>value. |
|------------|-------------|-----------|--------------------|
|            | Short tons. | Value.    |                    |
| 1893 ..... | 253,615     | \$696,615 | \$211,924          |
| 1894 ..... | 239,312     | 761,719   | 196,060            |

[Wilson tariff: Ground, \$1 per ton; calcined, \$1.25 per ton.]

|            |         |           |           |
|------------|---------|-----------|-----------|
| 1895 ..... | 265,503 | \$797,447 | \$247,583 |
|------------|---------|-----------|-----------|



## SALT.

[McKinley tariff, 8 cents per 100 pounds.]

| Year.      | Production.  |               | Imports,<br>value. |
|------------|--------------|---------------|--------------------|
|            | Barrels.     | Value.        |                    |
| 1893 ..... | 11, 897, 208 | \$4, 151, 668 | \$509, 728         |
| 1894 ..... | 12, 967, 417 | 4, 739, 285   | 636, 136           |

[Wilson tariff, free of duty.]

|            |              |               |            |
|------------|--------------|---------------|------------|
| 1895 ..... | 13, 669, 649 | \$4, 423, 084 | \$754, 914 |
|------------|--------------|---------------|------------|

## MICA.

[McKinley tariff, 35 per cent ad valorem.]

| Year.      | Production. | Imports.   |
|------------|-------------|------------|
|            |             |            |
| 1893 ..... | \$88. 929   | \$147, 927 |
| 1894 ..... | 52, 388     | 126, 184   |

[Wilson tariff, 20 per cent ad valorem.]

|            |         |            |
|------------|---------|------------|
| 1895 ..... | 55, 831 | \$174, 886 |
|------------|---------|------------|

## ASBESTUS AND GRAPHITE.

Crude, on free list under both laws.

## OCHER.

[McKinley tariff: Dry, one-fourth cent per pound; in oil, 1½ cents per pound.]

| Year.      | Production. |            | Imports.    |           |
|------------|-------------|------------|-------------|-----------|
|            | Short tons. | Value.     | Pounds.     | Value.    |
| 1893 ..... | 11. 147     | \$141, 828 | 6, 278, 257 | \$58, 428 |
| 1894 ..... | 10, 193     | 104, 015   | 4, 960, 125 | 47, 376   |

[Wilson tariff: Dry, free of duty; in oil, 1½ cents per pound.]

|            |         |            |             |           |
|------------|---------|------------|-------------|-----------|
| 1895 ..... | 12, 640 | \$150, 628 | 7, 149, 140 | \$58, 259 |
|------------|---------|------------|-------------|-----------|

## WHITE LEAD.

[McKinley tariff: Dry or in oil, 3 cents per pound.]

| Year.      | Production. |               | Imports. |           |
|------------|-------------|---------------|----------|-----------|
|            | Short tons. | Value.        | Pounds.  | Value.    |
| 1893 ..... | 72, 172     | \$7, 695, 130 | 686, 490 | \$34, 145 |
| 1894 ..... | 76, 343     | 6, 623, 071   | 796, 480 | 40, 939   |

[Wilson tariff: Dry or in oil, 1½ cents per pound.]

|            |         |               |             |           |
|------------|---------|---------------|-------------|-----------|
| 1895 ..... | 90, 513 | \$8, 723, 632 | 1, 897, 892 | \$79, 887 |
|------------|---------|---------------|-------------|-----------|



## RED LEAD.

[McKinley tariff, 3 cents per pound.]

| Year.     | Production. |           | Imports. |          |
|-----------|-------------|-----------|----------|----------|
|           | Short tons. | Value.    | Pounds.  | Value.   |
| 1893..... | 6,377       | \$732,968 | 854,982  | \$27,349 |
| 1894..... | 6,465       | 623,021   | 947,873  | 29,064   |

[Wilson tariff, 1½ cents per pound.]

|           |       |           |           |          |
|-----------|-------|-----------|-----------|----------|
| 1895..... | 6,756 | \$628,133 | 1,764,274 | \$53,139 |
|-----------|-------|-----------|-----------|----------|

## LITHARGE.

[McKinley tariff, 3 cents per pound.]

| Year.     | Production. |             | Imports. |         |
|-----------|-------------|-------------|----------|---------|
|           | Short tons. | Value.      | Pounds.  | Value.  |
| 1893..... | 11,757      | \$1,154,819 | 42,582   | \$1,310 |
| 1894..... | 5,652       | 495,406     | 38,595   | 1,064   |

[Wilson tariff, 1½ cents per pound.]

|           |       |           |        |         |
|-----------|-------|-----------|--------|---------|
| 1895..... | 6,987 | \$601,267 | 97,667 | \$2,812 |
|-----------|-------|-----------|--------|---------|



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# REPORT

The first part of the report deals with the general situation of the country. It is a very interesting and informative study of the country's history and its present state. The author has done a great deal of research and has gathered a wealth of material. The report is well written and is a valuable contribution to the study of the country.

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The sixth part of the report deals with the future of the country. It is a very interesting and informative study of the country's future and its present state. The author has done a great deal of research and has gathered a wealth of material. The report is well written and is a valuable contribution to the study of the country's future.



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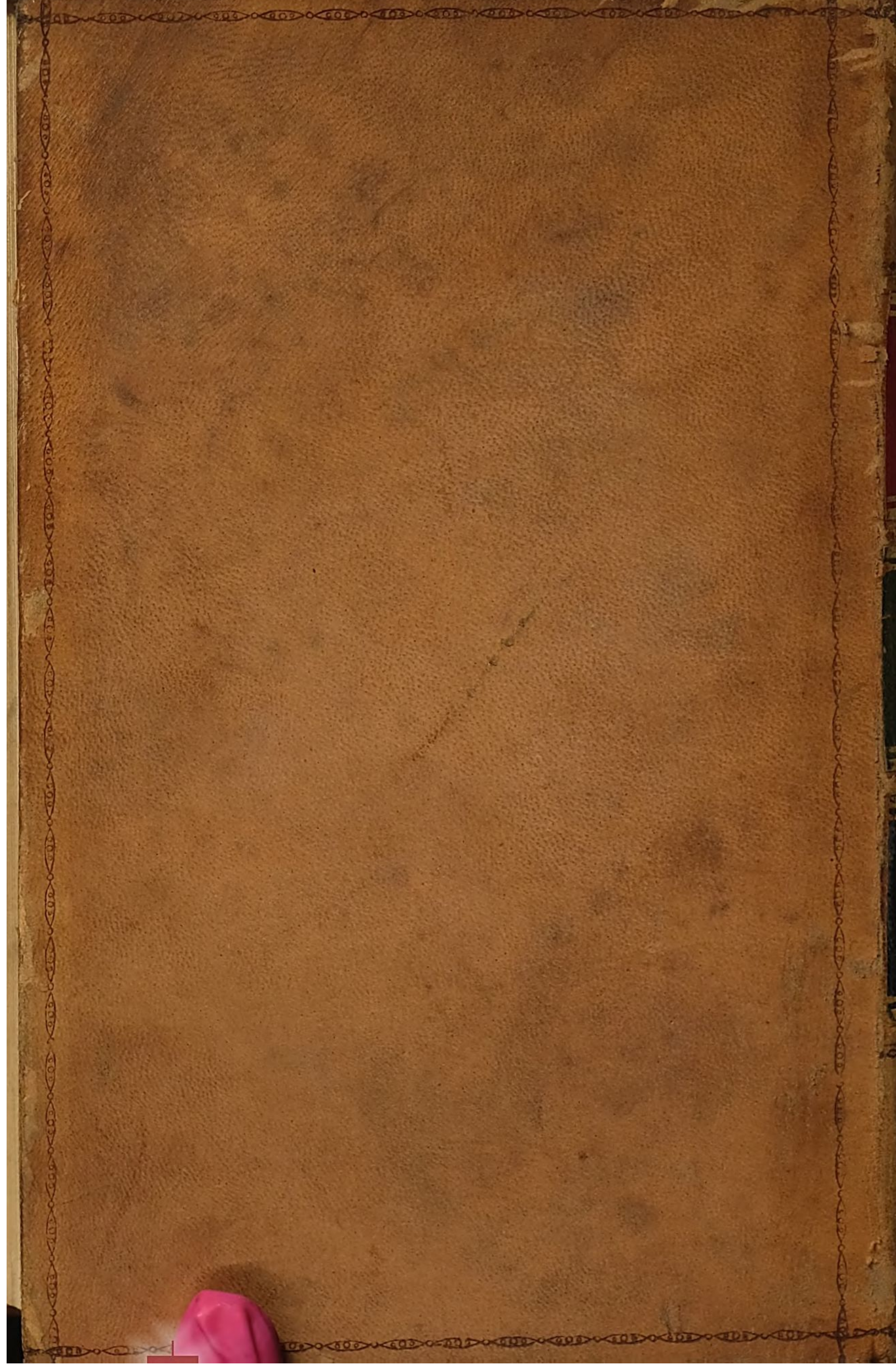














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